2004 Edition

Analysis and Statistics
The French Automotive Industry

Comité des Constructeurs Français d'Automobiles

The French automotive industry in 2003 – Facts and figures

World

9.5%
share of French automobile manufacturers in world production

+42%
growth in production by French automobile manufacturers over six years

56%
of global motor vehicle production by French automobile manufacturers comes from French plants

73%
of sales by French automobile manufacturers made outside France

Europe

1 OUT OF 4
cars sold in Western Europe is a French make

1 OUT OF 3
light commercial vehicles sold in Western Europe is a French make

1 OUT OF 9
heavy trucks sold in Western Europe is a French make

28%
market share of French manufacturers in the main Central and Eastern European countries

2 MILLION
people employed in the automotive industry in the European Union

France

No.1
The automotive industry is:

the biggest contributor to France's foreign trade balance, with revenues of €11.8 billion

the largest research and development budget (2001) of any French industry

the largest customer of several major industrial sectors (casting, plastics, industrial metal services, etc.)

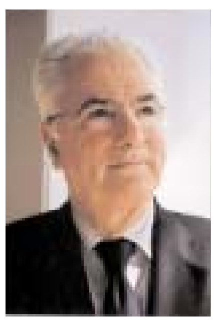
10%
of French people in employment work in the automotive industry (direct and indirect jobs)

89%
of inland transportation takes place by road

79%
of inland ground transportation of goods takes place by road haulage

Sommaire

"The automobile is not on the way out."



Manuel J.Gomez
Chairman, CCFA

What is your view of automobile manufacturing in Europe and worldwide?

Manuel J.Gomez: First, we have to shake the misconception that the automobile is somehow passé and is now on the way out. That just isn't the case. The automotive industry is buoyant, reporting global growth of 2.8% in 2003, although Asia performed better (up 9%) than the European Union (down 1%) or NAFTA* (down 3%). Nonetheless, automobile production has risen by a significant 15% since 1998. Growth has to be taken as a whole, not just viewed in light of ups and downs that affect certain segments.

With two manufacturers ranked in the global top ten, the French automotive industry is well placed in a highly competitive environment. The growth figures are remarkable: output by French automobile manufacturers has grown by 42% since 1997, while market share has risen from 7 to 10% over the same period. The growth has been driven by higher production both in France (up 29% compared with 1997) and especially at foreign facilities (up 60%). It therefore benefits France, while promoting expanded sales abroad.

This is important because at 4% of the global market, France cannot be the sole outlet for national manufacturers. Markets outside the country now absorb three-quarters of total production volume. French automobile manufacturers have a 60% share of the domestic market and a 20% share of other Western European markets, compared with 16% in 1997. But the highest growth potential is in Latin America and Asia (Iran, China, South Korea), with Europe accounting for "only" 30% of the global market.

** North American Free Trade Agreement: Canada, the United States and Mexico.*

Describe the European market for us.

M. G.: It is a market of contrasts where economies are not always in synch. For example, Germany is stagnating, while Spain and the United Kingdom are flourishing. In addition, the type of demand varies from one country to another. Average cylinder capacity is higher in northern Europe (1.8 liters) than in southern Europe (1.6 liters), while the global average has increased slightly to around 1.7 liters. Diesel-powered vehicles have experienced impressive growth, now accounting for 44% of the market (more than 60% in France and Belgium). This success is linked to spectacular advances in engine performance and consumption, which in turn have significantly reduced pollution. At the same time, conventional sedans are losing ground, while MPVs account for 15% of the total market. With an extremely competitive diesel offering and a wide array of body styles, French automobile manufacturers are very well placed in the changing European market–the two best-selling models in Western Europe are French makes. This success extends to the light commercial vehicle market, where more than one vehicle in three is a French make (compared with more than one passenger car in four). French manufacturers have an 11.4% share of the heavy truck market in Europe. We have already achieved similar figures in the new European Union member states for all vehicle categories, meaning that we can envision the future in the enlarged EU confidently.

What impact does this dynamic performance have on France's economy?

M. G.: First of all, an economic impact. The automotive industry alone represents between 6 and 7% of world production, impressive in itself. In addition, a large number of components are manufactured in France. As a result, the automotive industry is the biggest contributor to our foreign trade balance, with a surplus of 11.8 billion of euros, well ahead of agribusiness (8.5 billion of euros). It makes a proportional contribution to the economy. If you combine direct jobs in manufacturing, indirect jobs with OEMs and suppliers, the number of automotive orders to the casting, metalworking industrial services and plastics industries, jobs in sales networks and jobs in transportation, the automotive industry employs 10% of French people in employment. It also accounts for a similar proportion of total spending by the French, including 3% for purchasing.

Next, the automotive industry stimulates economic vitality. Road transportation is a decisive factor in France's growth, accounting for 89% of inland passenger transportation, of which 84% by car. Furthermore, 79% of inland ground transportation of goods takes place by road haulage, while 62% of commuting is by road. More than ever, growth and mobility go hand in hand. In addition, 78% of cars are used every day. And let's not forget the contribution of light commercial vehicles and trucks to production activities.

But the transportation industry has also been criticized for its disamenities.

M. G.: Everyone seems to forget that new vehicle emissions have been reduced by 90% in ten years. Today's cars consume less fuel, which directly abates emissions of pollutants. Significant advances have been made in the area of CO_2 emissions, with a number of popular French models emitting less than 120 grams of CO_2 per kilometer.

Remarkable progress has also been made in the area of active and passive safety. Driver assistance, advances in vehicle design and the trend toward less performance-related values have all significantly enhanced safety. But any human activity generates disamenities, and cars are an omnipresent feature of our daily lives. Don't blame the car–attitudes are changing significantly and automobile manufacturers are making a vital contribution to this change.

What specific challenges is the automobile facing in the future?

M. G.: Regulations are driving a cycle of continuous improvement. In the area of emissions, for example, seven European Union standards have been issued over the last 20 years. As well, automobile-related industrial waste is managed exceptionally well, with 85% of a vehicle's weight now recycled.

Progress is also being led by customers, who want more and more models and innovations, ever higher quality and an ever wider array of services. French manufacturers are well equipped to meet the coming challenges. They have a healthy national market and solid European position, although the European markets are becoming more complex under the effect of internal factors, such as changes in distribution and undermining of intellectual property rights, and external factors, such as strong foreign penetration, penalizing taxes and taxes on use. But the automobile is an integral part of modern history. Its ability to reinvent itself allows it to remain what it has always been, a tremendous tool for realizing dreams and achieving economic and social progress.

MANUEL J.GOMEZ

Seventh consecutive year of growth for French automobile manufacturers in 2003

+42%

growth in global production by French automobile manufacturers since 1997

In 2003, worldwide production by French automobile manufacturers continued the expansion begun in 1997. Although growth was slower last year, the increase since 1997 has been significant, reaching 42% over the six-year period, or an additional 1.7 million vehicles. French automobile manufacturers achieved these results by leveraging both their domestic manufacturing sites and their facilities in other countries. Substantial investment in France and a much higher utilization rate saw output raised by an additional 720,000 vehicles. Automobile manufacturers also reorganized and expanded their plants in the rest of the world and built new ones, lifting output by close to 1 million vehicles.
In France, the recovery in the market and market share gains boosted sales by 300,000 vehicles. Western Europe excluding France accounted for the largest increase in sales, which rose by 700,000 units between 1997 and 2003. The international development strategy outside Western Europe is producing results, with sales over the period increasing by 600,000 units, of which 142,000 in 2002 and 160,000 in 2003.

KEY DATA

In thousands	1997	2002	2003	Change 2003/2002	Change 2003/1997
World production of French manufacturers	4,046	5,662	5,749	1.5%	42.1%
Passenger cars	3,472	4,959	5,045	1.7%	45.3%
Light commercial vehicles	507	655	658	0.5%	29.7%
Total light vehicles	3,979	5,614	5,703	1.6%	43.3%
Heavy trucks (at constant scope)	36	48	46	–4.5%	27.8%
Production of French manufacturers in France	2,525	3,386	3,248	–4.1%	28.6%
Passenger cars	2,235	3,019	2,883	–4.5%	29.0%
Light commercial vehicles	258	329	328	–0.1%	27.4%
Total light vehicles	2,493	3,347	3,212	–4.1%	28.8%
Heavy trucks	30	39	36	–5.7%	22.5%
French automotive exports	2,822	3,873	4,046	4.5%	43.4%
Passenger cars	2,526	3,469	3,638	4.9%	44.0%
Light commercial vehicles	276	376	380	1.2%	37.6%
Total light vehicles	2,802	3,845	4,018	4.5%	43.4%
Heavy trucks	20	28	28	–0.3%	40.3%
Automotive exports outside Europe (17 countries)	659	1,086	1,246	14.7%	89.1%
Passenger cars	563	983	1,130	15.0%	100.9%
Light commercial vehicles	88	93	104	12.8%	18.0%
Total light vehicles	651	1,076	1,234	14.8%	89.6%
Heavy trucks	8	11	11	5.9%	43.7%
Registrations in France	2,068	2,606	2,441	–6.3%	18.0%
Passenger cars	1,713	2,145	2,009	–6.3%	17.3%
Light commercial vehicles	313	405	382	–5.8%	22.0%
Total light vehicles	2,026	2,550	2,391	–6.2%	18.0%
Heavy trucks	39.3	51.4	45.5	–11.6%	15.8%
Coaches and buses	3.1	4.6	4.4	–5.2%	39.6%
French-make automobile registrations in Europe (17 countries)	3,300	4,378	4,267	–2.5%	29.3%
Passenger cars	2,841	3,703	3,610	–2.5%	27.1%
Light commercial vehicles	432	636	623	–2.1%	44.3%
Total light vehicles	3,273	4,340	4,233	–2.5%	29.3%
Heavy trucks	27	38	34	–11.3%	24.2%

MARKET SHARE OF FRENCH MAKES (NEW LIGHT VEHICLES)

	2002	2003	Change 2003/2002
France	62.3%	61.5%	–0.9 points
Europe (excluding France)	20.1%	20.3%	+0.2 points
All Europe	26.8%	26.5%	–0.3 points

MARKET SHARE OF FRENCH MAKES (NEW HEAVY TRUCKS)

	2002	2003	Change 2003/2002
Europe	12.6%	11.4%	–1.2 points

FRENCH PRODUCTION (PSA PEUGEOT CITROËN + RENAULT-DACIA-SAMSUNG + RENAULT TRUCKS) AS A % OF WORLD PRODUCTION

	2002	2003	Change 2003/2002
Passenger cars	12.0%	12.0%	+0.0 points
Commercial vehicles	4.0%	3.8%	–0.2 points
Total	9.6%	9.5%	–0.1 points

FRENCH AUTOMOTIVE EXTERNAL TRADE

In € billions	2002	2003	Change 2003/2002
Exports	47.6	48.7	+2.3%
Imports	36.3	36.9	+1.7%
Balance	11.3	11.8	+4.4%

KEY FIGURES, FRENCH MANUFACTURERS (PSA PEUGEOT CITROËN + RENAULT)

In € billions	2002	2003	Change 2003/2002
Sales	90.8	91.8	+1.1%
Capital expenditure	5.9	5.7	–3.3%
Employees (in thousands)	331	331	–0.1%

AUTOMOTIVE INDUSTRY CONTRIBUTION TO FOREIGN TRADE GOODS BALANCE

	2002	2003	Change 2003/2002
Exports	14.6%	15.4%	+0.8 points
Imports	11.1%	11.5%	+0.4 points

JOBS RELATED TO THE AUTOMOTIVE INDUSTRY

In thousands of people	2003
Automotive industry, direct	311
As a % of the manufacturing and energy industry	10%
Total (direct and indirect)	2,477
As a % of the employed working population	10%

After experiencing strong growth in the late 1990s, the global economy was then hampered by a period of geopolitical uncertainty and the effects of SARS. However, although the economy has been morose in the euro zone, it enjoyed an upturn in the United States, Japan and the main emerging countries, Eastern Europe, Asia and Latin America in 2003.
This mixed economic environment was somewhat less favorable to automotive expansion than in 1999 and 2000, and the global market grew by 3%, driven by good results in China in particular.
Automotive markets in Western Europe were not overly affected by the lackluster economy; although they shrank, they remained at high levels. French automobile manufacturers, who are very active in this region, maintained their market share despite the greater decrease in France.
Economic growth was stronger in Eastern Europe, and high demand for cars drove overall growth. French automobile manufacturers are expanding both their sales and production operations in the region, which is now their second largest market.
Asia, led by China, enjoyed sustained growth and saw its automotive markets expand strongly. French manufacturers were able to increase their sales.
In Latin America, the economic upturn was reflected in stable sales by French manufacturers, as increases in Argentina offset the decline in Brazil, where the market contracted significantly.

World motor vehicle production

60.6
MILLION
world motor vehicle production in 2003

After a record 2002, global motor vehicle production rose by 2.8% to more than 60 million units, driven primarily by significantly higher production in Asia (close to 22 million units). The 85% increase in passenger car production in China, to over 2 million units, accounted for more than half of global growth in vehicle production in 2003.
North American production declined 3% to 16.2 million units, while European output was up 1% to 20 million units, led mainly to Turkey and Russia.

WORLD MOTOR VEHICLE PRODUCTION

	Passenger cars				Commercial vehicles				Total production		Change
	2002 Thousands	%	2003 Thousands	%	2002 Thousands	%	2003 Thousands	%	2002 Thousands	2003 Thousands	2003/2002 %
Europe	17,237	41.7	17,244	41.0	2,585	14.7	2,761	14.8	19,822	20,005	0.9
of which:											
Western Europe	14,741	35.6	14,602	34.8	2,130	12.1	2,179	11.7	16,871	16,782	–0.5
Germany	5,123	12.4	5,145	12.2	346	2.0	361	1.9	5,469	5,507	0.7
Belgium	937	2.3	792	1.9	120	0.7	113	0.6	1,057	904	–14.5
Spain	2,267	5.5	2,399	5.7	588	3.3	630	3.4	2,855	3,030	6.1
France	3,293	8.0	3,220	7.7	409	2.3	400	2.1	3,702	3,620	–2.2
Italy	1,126	2.7	1,026	2.4	301	1.7	295	1.6	1,427	1,322	–7.4
United Kingdom	1,630	3.9	1,658	3.9	193	1.1	189	1.0	1,823	1,846	1.3
Sweden	238	0.6	280	0.7	38	0.2	43	0.2	276	323	17.0
Central and Eastern Europe	2,291	5.5	2,348	5.6	313	1.8	342	1.8	2,605	2,690	3.3
Turkey	204	0.5	294	0.7	142	0.8	240	1.3	347	534	54.0
North and South America	9,020	21.8	8,273	19.7	9,698	55.0	9,974	53.6	18,718	18,246	–2.5
of which:											
NAFTA*	7,348	17.8	6,630	15.8	9,366	53.1	9,580	51.5	16,714	16,210	–3.0
South America	1,672	4.0	1,643	3.9	332	1.9	394	2.1	2,004	2,037	1.6
Asia/Pacific	14,852	35.9	16,228	38.6	5,224	29.6	5,744	30.9	20,076	21,971	9.4
of which:											
Japan	8,618	20.8	8,478	20.2	1,639	9.3	1,808	9.7	10,257	10,286	0.3
China	1,102	2.7	2,019	4.8	2,185	12.4	2,425	13.0	3,287	4,444	35.2
South Korea	2,651	6.4	2,768	6.6	496	2.8	410	2.2	3,148	3,178	1.0
Africa	250	0.6	267	0.6	128	0.7	128	0.7	378	396	4.7
TOTAL	41,358	100.0	42,012	100.0	17,636	100.0	18,607	100.0	58,994	60,619	2.8
Change 2003/2002	+1.6%				+5.5%				+2.8%		

Double counting is eliminated in regional totals.
** NAFTA: Canada, the United States and Mexico.*
Source: CCFA, OICA.

Passenger car output rose 1.6% in 2003, with the sharp increase in China offsetting the 10% decline in North America.
As in 2002, the increase in commercial vehicle production (5.5%) outpaced the rise in passenger car output, mainly driven by higher Chinese and American production.
All vehicles combined, trends differed by region and even within regions. Although production remained stable overall in Europe, it fell significantly in Belgium and Italy, sagged in France and rose by 6% to more than 3 million units in Spain.

Worldwide automobile manufacturer rankings

9,5%

share of French automobile manufacturers in world motor vehicle production in 2003

Led by sustained organic growth, PSA Peugeot Citroën produced more than 3.3 million vehicles and is now firmly positioned as the world's sixth largest automobile manufacturer. Renault, which benefited from organic growth and acquisitions, increased its production to close to 2.4 million units. It is the world's tenth-ranked automobile manufacturer.
Production by French automobile manufacturers accounted for 9.5% of global output, up from 9.3% in 2000 and just 7.3% in 1997.

2003 CONSOLIDATED WORLDWIDE PRODUCTION, IN NUMBER OF VEHICLES

Manufacturer	Rank	Total production	Passenger cars	Commercial vehicles*	Heavy trucks*	Coaches and buses*
		Thousands	Thousands	Thousands	Thousands	Thousands
General Motors (Opel-Vauxhall)	1	8,112	4,683	3,406	24	–
Ford (Jaguar-Volvo cars)	2	6,526	3,281	3,190	56	–
Toyota	3	6,241	5,369	639	233	–
Volkswagen Group	4	5,024	4,843	159	16	6
DaimlerChrysler (including Evobus)	5	4,238	1,820	2,150	228	40
PSA Peugeot Citroën	6	3,310	2,935	376	–	–
Nissan	7	2,942	2,363	449	130	–
Honda	8	2,923	2,869	54	–	–
Hyundai-Kia	9	2,697	2,276	93	145	185
Renault-Dacia-Samsung	10	2,386	2,111	276	–	–
Fiat-Iveco	11	2,078	1,619	337	116	6
Suzuki-Maruti	12	1,811	1,455	356	–	–
Mitsubishi	13	1,582	1,303	262	17	–
Mazda	14	1,153	961	71	121	–
BMW	15	1,119	1,119	–	–	–
Daihatsu	16	897	725	167	5	–
Avtovaz	17	700	700	–	–	–
FAW Group (excluding Volkswagen)	18	556	215	206	126	9
Fuji (Subaru)	19	545	458	87	–	–
GM Daewoo	20	521	501	–	3	17
Isuzu	21	492	26	57	407	2
Dongfeng (excluding Citroën)	22	368	–	207	150	10
Tata (Telco)	23	289	141	51	84	14
Beijing AIG (excluding Hyundai- Isuzu)	24	262	–	246	16	–
SAIC (excluding GM & VW)	25	223	–	223	–	–
Gaz	26	201	57	145	–	–
Harbin Hafei Automotive	27	200	–	200	–	–
Ssangyong	28	159	144	6	–	9
Volvo-Renault Trucks-Mack	29	154	–	7	140	7
MG Rover	30	134	133	1	–	–
Jinbei Auto Holding	31	124	–	124	–	–
Changhe Aircraft Industrie	32	118	–	118	–	–
SAIC – Chery Auto	33	101	101	–	–	–
Nanjing Auto	34	99	99	–	–	–
Manhindra&Mahindra	35	95	–	67	28	–
Ijmach-Avto	36	94	78	16	–	–
Paccar-Daf	37	94	–	–	94	–
Anhui Jianghuai Auto	38	94	–	82	–	12
Soueast Auto Industrial	39	87	–	87	–	–
Hino	40	83	–	4	74	5
Porsche	41	81	81	–	–	–
UAZ	42	77	33	44	–	–
Navistar	43	66	–	–	66	–
Kamaz	44	64	40	–	24	–
Jiangling Motors group	45	63	–	63	–	–
MAN-ERF-NEOMAN Bus	46	61	–	–	56	5
Scania	47	51	–	–	46	5
Nissan Diesel	48	39	–	0	37	2
Roslada	49	28	28	–	–	–
Hindustan	50	16	15	1	0	–
Irisbus		10	–	–	–	10
Evobus		7	–	–	–	7
Total above manufacturers		59,379	42,581	14,023	2,441	334
Other (China, India, Russia, Turkey, etc.)		1,240				
TOTAL 2003		60,619				

** Non-standard weight limits.*

Source: OICA, CCFA.

Buoyant growth in output in Asia, excluding Japan and South Korea, favored manufacturers in this region. In contrast, declining production in North America and the European Union adversely affected American and European manufacturers.
General Motors and Ford once again occupied the top two spots of the ranking. Toyota consolidated its third place position, while the other Asian manufacturers, including Nissan, Suzuki-Maruti and Mazda, raised their output.
In a more challenging environment, European manufacturers reported varying results: some (Renault-Dacia-Samsung, PSA Peugeot Citroën, BMW) upped production, Volkswagen consolidated its output at more than 5 million vehicles, and the others (Fiat-Iveco, DaimlerChrysler) saw numbers decline.

Exports
by major automotive country

46%

share of exported vehicles in Japanese production in 2003

World vehicle exports increased by around 3% to 26 million units in 2003, at approximately the same rate as world production. Although NAFTA exports decreased, exports by Japan, the leading exporter, rose a slight 1% to 4.8 million units.
The European Union's exports outside its borders climbed 10%, while South Korea's exports were up 20% after two years that had been below the 2000 record.

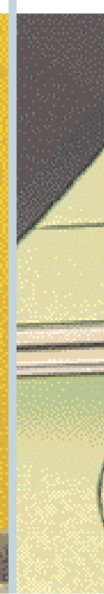
EXPORTS	Passenger cars				Commercial vehicles				Total		Change
	2002 Thousands	%	2003 Thousands	%	2002 Thousands	%	2003 Thousands	%	2002 Thousands	2003 Thousands	2003/2002 %
Germany	3,623	17	3,666	17	252	7	270	7	3,875	3,936	+1.6
Spain	1,824	8	1,959	9	504	13	535	14	2,327	2,495	+7.2
France*	3,469	16	3,638	16	403	11	407	10	3,873	4,046	+4.5
Italy	540	3	502	2	194	5	201	5	734	704	–4.1
United Kingdom	1,047	5	1,144	5	114	3	103	3	1,161	1,247	+7.4
Sweden*	443	2	466	2	104	3	100	3	546	565	+3.5
European Union outside EU	3,434	16	3,769	17	410	11	451	12	3,843	4,220	+9.8
USA – Canada	1,326	6	1,278	6	335	9	334	9	1,661	1,611	–3.0
South Korea	1,414	7	1,720	8	96	3	95	2	1,510	1,815	+20.2
Japan	4,012	19	4,080	18	686	18	676	17	4,698	4,756	+1.2
Other exporting countries	3,771	18	3,674	17	1,058	28	1,170	30	4,828	4,844	+0.3
Total world exports	**21,469**	**100**	**22,127**	**100**	**3,745**	**100**	**3,891**	**100**	**25,213**	**26,018**	**+3.2**
Change 2003/2002	+3.1%				+3.9%				+3.2%		

** Based on worldwide production of national manufacturers.*

Source: OICA, CCFA.

European exports continued to rise, supported by sustained trade outside the European Union (up 10% to 4.2 million units) that amounted to 30% of the European Union's auto sales.
After declining 10% in 2001 and growing a slight 0.6% in 2002, South Korean exports climbed a significant 20% to 1.8 million units, representing 7% of world exports.

Manufacturers based in the United States and Canada continued to focus on their domestic markets. Their exports totaled 1.6 million units, equivalent to just 11% of their production.
Exports by other automotive countries varied. Although exports by Mexico declined in line with the slowdown in the US passenger car market, they rose significantly in Brazil and Turkey.



The global automotive market

33%

NAFTA* share of global sales in 2003

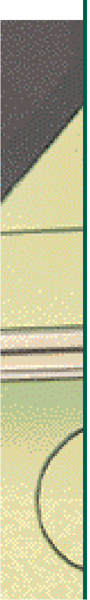
New vehicle registrations rose 2.5% to 59.2 million in 2003. Although sales declined overall in the leading industrialized countries, they expanded in Asia and Eastern Europe.
In the United States, high household spending and commercial incentives sustained sales, which remained close to record levels.
The situation in Western Europe varied. However, significant declines in a number of large markets, including Italy and France, had an adverse impact on overall registrations of new vehicles, which slipped 1%.
Sales in Japan, which were low, grew by 1%, while sales in South Korea contracted by a significant 18%.
In a number of countries such as China (up 33%), India, Thailand, Taiwan and Iran, automobile ownership continued to increase and markets enjoyed significant growth.
In addition, after sliding in 2001 and 2002, sales recovered in Poland, Argentina and Turkey.

WORLD MARKETS	Passenger cars				Commercial vehicles				Total		Change
	2002 Thousands	%	2003 Thousands	%	2002 Thousands	%	2003 Thousands	%	2002 Thousands	2003 Thousands	2003/2002 %
Europe	16,663	43.2	16,849	43.0	2,666	13.9	2,725	13.6	19,329	19,574	+1.3
of which:											
Western Europe	14,383	37.3	14,204	36.2	2,149	11.2	2,100	10.5	16,531	16,304	–1.4
Central and Eastern Europe	2,280	5.9	2,645	6.7	517	2.7	625	3.1	2,797	3,270	+16.9
North and South America	11,550	29.9	10,827	27.6	10,669	55.6	10,971	54.8	22,219	21,798	–1.9
of which:											
NAFTA*	9,760	25.3	9,166	23.4	10,130	52.8	10,426	52.1	19,890	19,592	–1.5
USA	8,103	21.0	7,610	19.4	9,035	47.1	9,357	46.7	17,139	16,967	–1.0
South America	1,790	4.6	1,661	4.2	539	2.8	545	2.7	2,329	2,206	–5.3
Asia/Pacific	9,905	25.7	11,010	28.1	5,617	29.3	6,074	30.3	15,522	17,084	+10.1
of which:											
South Korea	1,241	3.2	1,021	2.6	398	2.1	316	1.6	1,639	1,337	–18.4
Japan	4,441	11.5	4,460	11.4	1,351	7.0	1,368	6.8	5,792	5,828	+0.6
Africa	486	1.3	515	1.3	238	1.2	244	1.2	724	759	+4.9
TOTAL	**38,603**	**100.0**	**39,201**	**100.0**	**19,190**	**100.0**	**20,015**	**100.0**	**57,794**	**59,216**	**+2.5**
Change 2003/2002	1.5%				4.3%				2.5%		

** NAFTA: Canada, the United States and Mexico.*

Source: CCFA.

The passenger car reigns supreme in Europe, which absorbs 43% of new cars sold worldwide. North America prefers light commercial vehicles, with more than 52% registered in NAFTA (the United States, Canada and Mexico). The Asia/Pacific region also prefers commercial vehicles, but to a lesser degree; sales to this region amounted to 30%.



Trends in production and trade among the three leading global automotive regions

16.8 MILLION

vehicles produced in the European Union in 2003, the world's largest automotive region

The European Union remained an open market in 2003, with exports continuing to expand, especially to Eastern Europe and Turkey. The United States and Canada is the second largest producing region; however, to meet demand in the world's leading market, increasingly large numbers of automobiles are imported, especially light commercial vehicles. In Japan, the diversification of markets for the domestic automotive industry (Europe and Asia) largely offset the decline in exports to North America. Imports still account for less than 5% of total registrations.

PASSENGER CARS

	European Union*		USA and Canada**		Japan	
	Thousands	index (100=1990)	Thousands	index (100=1990)	Thousands	index (100=1990)
Production						
1970	9,876	78	7,474	105	3,179	33
1980	10,166	80	7,196	101	7,038	72
1990	12,726	100	7,150	100	9,753	100
2000	14,779	116	7,092	99	8,359	86
2003	14,602	115	5,849	82	8,478	87
	Thousands	% of total production	Thousands	% of total production	Thousands	% of total production
Imports***						
1970	148	1%	1,464	20%	19	1%
1980	800	8%	2,713	38%	46	1%
1990	1,495	12%	3,029	42%	186	2%
2000	2,629	18%	2,225	31%	268	3%
2003	2,597	18%	2,346	40%	275	3%
	Thousands	% of total production	Thousands	% of total production	Thousands	% of total production
Exports***						
1970	2,397	24%	49	1%	726	23%
1980	1,973	19%	107	1%	3,947	56%
1990	1,732	14%	288	4%	4,482	46%
2000	2,715	18%	1,130	16%	3,796	45%
2003	3,189	22%	1,278	22%	4,080	48%

COMMERCIAL VEHICLES

	European Union*		USA and Canada**		Japan	
	Thousands	index (100=1990)	Thousands	index (100=1990)	Thousands	index (100=1990)
Production						
1970	1,180	74	1,734	38	2,110	60
1980	1,600	100	2,138	47	4,005	113
1990	1,598	100	4,553	100	3,539	100
2000	2,327	146	8,669	190	1,782	50
2003	2,179	136	8,775	193	1,808	51
% of total	Thousands	production	% of total	Thousands production	% of total	Thousands production
Imports***						
1970			47	3%	0	0%
1980	101	6%	125	6%	1	0%
1990	258	16%	399	9%	1	0%
2000	242	10%	915	11%	8	0%
2003	270	12%	1,334	15%	4	0%
	Thousands	% of total production	Thousands	% of total production	Thousands	% of total production
Exports***						
1970			64	4%	361	17%
1980	362	23%	114	5%	2 020	50%
1990	179	11%	32	1%	1,349	38%
2000	248	11%	339	4%	659	37%
2003	314	14%	334	4%	676	37%

** The number of countries included in the "European Union" corresponds to the number of member countries in the year in question.*
*** Source: Ward's Automotive Reports as of 1999.*
**** Intra-European Union trade not included.*

Source: Eurostat, CCFA since 1991.

Trends in the three leading global automotive markets have contrasted sharply since 1990.
In the European Union, vehicle production has grown by close to 20%, while trade, which was already high, has continued to expand and is now posting a slight surplus.
Output has risen by more than 20% in the United States and Canada over the period, thanks to the success of light commercial vehicles. Imports, already high in 1990, remained so for the same reason. Exports have quintupled since 1990, but still account for just slightly more than 10% of production, compared with 21% for the European Union and 46% for Japan.
Vehicle production has plunged by more than 20% since 1990 in Japan, mainly due to an 18% decline in exports as a result of competition from Japanese transplants abroad.

US$621 BILLION

global trade in automotive products in 2002, according to the WTO

Global trade in automotive products

According to the World Trade Organization, worldwide trade in automotive products grew a strong 9% to US$621 billion, while goods trade rose 4.2%. Trade in automotive products accounted for 9.9% of global goods exports and 13.2% of global manufactured product exports.
France sold automotive products worth close to US$45 billion abroad in 2002, representing more than 7% of world exports.

GLOBAL TRADE IN AUTOMOTIVE PRODUCTS

In US$ billions

Exports (FOB)/Imports (CIF) to/from leading global automotive markets

ZONES	World			USA and Canada			European Union*			Japan			Other countries		
COUNTRIES	EXP.	IMP.	Balance	EXP.	IMP.	Balance	EXP.	IMP.	Balance	EXP.	IMP.	Balance	EXP.	IMP.	Balance
USA															
1980	16.7	26.9	–10.2	9.5	7.9	1.7	1.2	6.2	–5.0	0.2	11.9	–11.7	5.8	1.0	4.8
1990	32.6	78.5	–46.0	19.5	27.7	–8.2	2.9	11.5	–8.6	1.5	30.1	–28.6	8.6	9.2	–0.5
2002	67.1	176.6	–109.5	38.0	54.4	–16.4	7.9	33.5	–25.6	2.2	46.6	–44.4	19.0	42.3	–23.2
Canada															
1980	9.2	11.5	–2.4	8.2	10.2	–2.0	0.1	0.5	–0.4	0.0	0.7	– 0.6	0.9	0.2	0.7
1990	28.4	24.6	3.8	27.8	18.9	8.9	0.1	1.0	–0.9	0.1	3.5	–3.4	0.5	1.3	–0.8
2002	56.3	46.7	9.7	54.9	36.8	18.1	0.2	1.9	–1.7	0.1	4.0	–3.9	1.1	3.9	–2.9
European Union*															
1980	65.1	44.7	20.4	6.7	0.9	5.8	37.6	36.5	1.1	0.4	3.9	–3.5	20.5	3.4	17.0
1990	159.5	138.1	21.4	12.4	2.3	10.1	109.4	103.7	5.7	5.2	12.6	–7.4	32.5	19.5	13.0
2002	303.3	252.7	50.6	35.8	6.8	29.0	201.7	201.7	0.0	5.6	13.8	–8.3	60.2	30.3	29.9
Germany**															
1980	27.7	8.2	19.5	4.7	0.2	4.5	13.4	6.3	7.1	0.3	1.0	–0.7	9.3	0.7	8.7
1990	68.8	30.3	38.6	8.9	0.9	8.0	39.6	20.2	19.4	4.2	5.2	–1.0	16.1	4.0	12.1
2002	108.1	46.8	61.3												
France**															
1980	13.1	7.2	5.9	0.6	0.2	0.4	8.4	6.3	2.1	0.0	0.3	–0.3	4.1	0.5	3.6
1990	26.2	21.6	4.6	1.1	0.4	0.7	19.3	18.5	0.8	0.2	0.9	–0.7	5.6	1.8	3.7
2002	44.9	34.3	10.7												
United Kingdom**															
1980	7.6	7.6	0.0	0.8	0.2	0.6	3.3	5.9	–2.6	0.1	0.9	–0.8	3.5	0.7	2.8
1990	14.1	22.8	–8.7	1.6	0.4	1.2	9.6	18.4	–8.8	0.4	2.5	–2.1	2.5	1.5	1.1
2002	26.8	43.7	–16.8												
Italy**															
1980	5.9	7.4	–1.5	0.5	0.1	0.4	3.2	6.8	–3.6	0.0	0.0	0.0	2.1	0.5	1.7
1990	13.0	18.1	–5.1	0.9	0.1	0.8	9.4	16.8	–7.4	0.2	0.1	0.1	2.6	1.1	1.5
2002	18.4	29.0	–10.6												
Spain**															
1990	11.7	10.1	1.6												
2002	30.4	26.4	4.0												
Japan															
1980	26.1	0.7	25.5	11.8	0.2	11.7	3.2	0.4	2.8				11.1	0.1	11.0
1990	66.2	7.3	58.9	34.0	0.9	33.1	11.0	5.8	5.2				21.2	0.6	20.7
2002	92.5	9.9	82.6	50.0	2.2	47.8	12.7	5.5	7.2				29.9	2.2	27.7
South Korea															
1990	2.3	0.9	1.4	1.6	0.2	1.4	0.2	0.2	0.0	0.1	0.5	–0.4	0.5	0.1	0.4
2002	17.0	2.5	14.5	8.5	0.4	8.1	3.1	0.9	2.1	0.2	0.9	–0.7	5.2	0.3	4.9

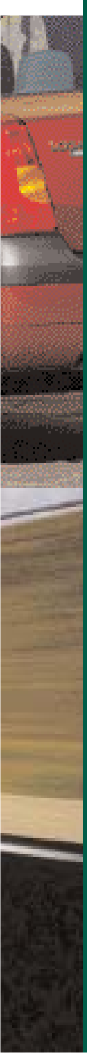
** For comparison, 15 EU countries have been included since 1993.*
The "Other" column includes all countries outside the three major markets.

*** Since 2001, CCFA has based its estimates of imports and exports for European Union countries on local customs statistics.*

Source: GATT/WTO.

The euro's rise against the dollar, which began in 2002, is one of the factors that stimulated the sharp growth in global trade in automotive products. Although the increase in North America was mainly driven by exports from Europe, Japan and South Korea, the increases in Asia and Europe stemmed mainly from exports from the same regions.
Germany remained the leading exporter of automotive products, with exports of US$108 billion, representing a 17% market share.

Japan ranked second worldwide, with exports totaling close to US$93 billion, of which more than half to North America. With imports underdeveloped, the country reported a trade surplus of US$83 billion.
The United States remained the world's largest importer of automotive products, which rose 7% to US$177 billion, of which one-quarter from Japan.
European Union automotive product exports amounted to US$303 billion. Trade within the EU accounted for two-thirds of the total, or US$202 billion.



New passenger car registrations by country

14.2

MILLION

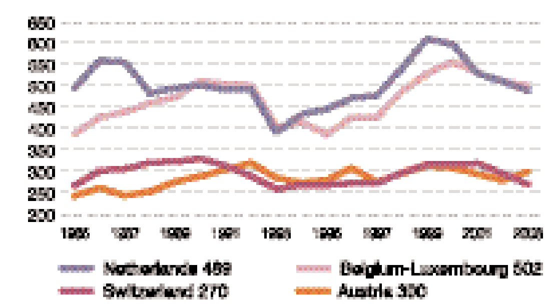
new passenger car registrations in Europe (EU-15, Switzerland and Norway)

For the sixth consecutive year, new passenger car registrations in Western Europe exceeded 14 million units. However, in an uncertain economic environment shaped by low growth, they slid 1% from 2002 to 14.2 million.

Although registrations increased in Spain and the United Kingdom, setting a new record in the latter country, they fell in France and Italy, where they were close to the long-term average. The German market continued to shrink, returning to the lows of 1994-1995.

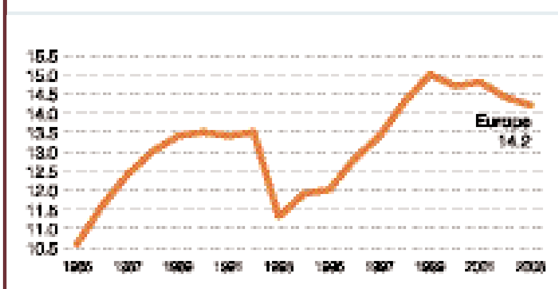
The European market covers 17 countries (the 15 European Union countries plus Switzerland and Norway). Economic conditions and trends are very similar in all these countries. Beginning in 1990, the market includes the former East Germany.
Lower oil prices and the expansion of the European Union drove strong growth in the automotive market between 1986 and 1989. This period was followed by several years during which new car registrations held firm at a high level. Demand plummeted in 1993, leading to a 16% drop in registrations. It subsequently picked up steadily, with registrations exceeding 14 million units since 1998.

In thousands of units

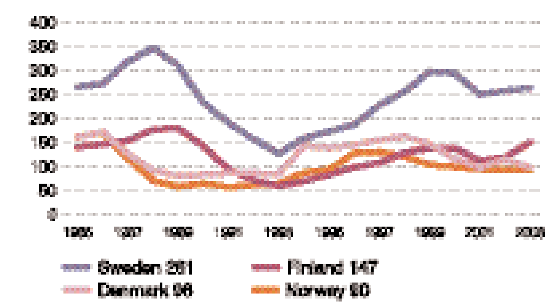


New passenger car registrations

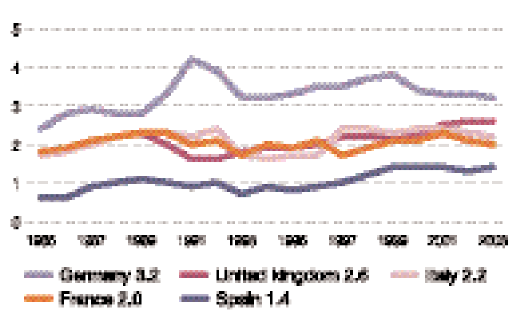
In millions of units



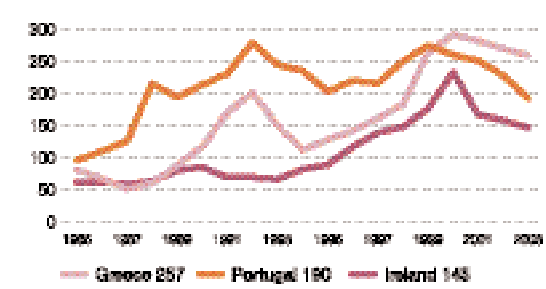
In thousands of units



In millions of units



In thousands of units



New passenger car registrations by Group

1 OUT OF 4

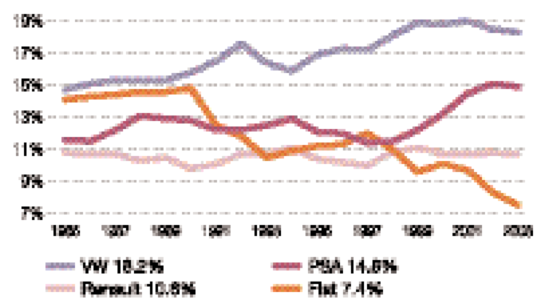
new passenger cars sold in Western Europe is a French make

After gaining market share for five consecutive years between 1997 and 2002, French automobile manufacturers saw their market share stabilize at over 25% in 2003.
Six major automakers manufacturing a full line of vehicles each hold more than 7% of the European market.

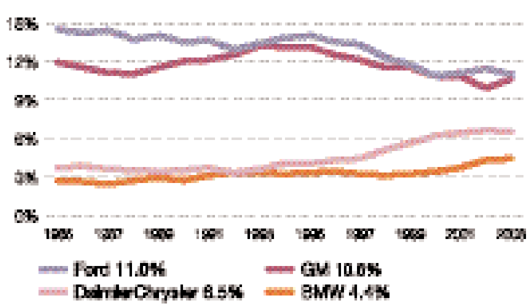
The Volkswagen Group, with four main makes, has maintained its position since 1999, accounting for more than 18% of the market. The market share of the two French automobile manufacturers was nearly stable, slipping 0.3 points to 25.4%. The increase since 1997 has totaled 4.2 points.
Since 2000, Ford's market share has been 11%. General Motors' market share has been just 10.6% since 2002. In the mid-1990s, they both exceeded 13%.
Fiat's market share continued to decline, standing at 7.4% in 2003, compared with nearly 12% in 1997.
The DaimlerChrysler Group consolidated the growth momentum initiated in 1997 with the diversification of its model line. Its market share amounted to 6.5%.
For the second year in a row, the BMW Group, including the Mini make, exceeded a market share of 4.0%. It is now surpassed by Toyota, whose market share was close to 5% in 2003.
Hyundai-Kia continued to increase its market share, which stood at 2.5% in 2003.

European market shares of the leading automobile manufacturers*

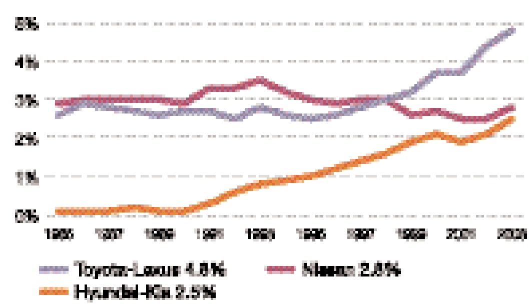
As a % of the total market



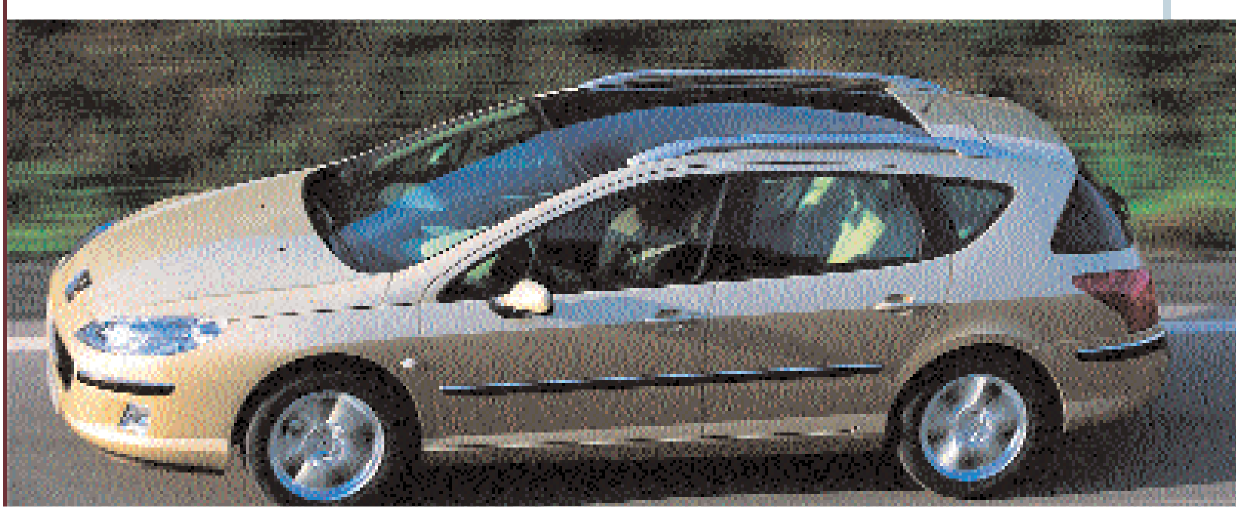
As a % of the total market



As a % of the total market



** Based on 2003 scope of consolidation.*
See page 50 for descriptions of each automobile manufacturer.



Range analysis

29 AND 58

respectively, number of models and body styles offered by French manufacturers

MAIN NEW PASSENGER CAR REGISTRATIONS IN EUROPE

Manufacturers and makes	Economy and low range	Low-mid range	High-mid range	Premium range	4WD, light vans, othert
PSA Peugeot Citroën					
CITROËN	Saxo, C2, C3	Xsara	C5	C8	Berlingo, Jumper (Dispatch), Jumpy (Relay)
PEUGEOT	106, 206	306, 307	406, 407	807, 607	Partner, Boxer, Expert
RENAULT	Twingo, Clio	Mégane	Laguna	Espace, Vel Satis	Kangoo, Trafic, Master
BMW					
BMW				3 Serie, 5 Serie, 6 Serie, 7 Serie, Z4	X3, X5
MINI	Mini				
DAIHATSU	Cuore, Sirion, YRV				Terios
DAIMLERCHRYSLER					
CHRYSLER		PT Cruiser		Voyager, Grand Voyager, Crossfire, 300M, Sebring	
MERCEDES		A-Class, Vaneo		C, E, S, CL, SL, CLK, SLK-Class	G, ML-Class, Vito, Viano, Sprinter
SMART	Fortwo, Roadster/Coupé	Forfour			
FIAT					
ALFA ROMEO		147	156, GT	166, Spider, GTV	
FIAT	Seicento, Panda, Punto, Idea, Palio	Stilo, Multipla, Barchetta		Ulysse	Scudo, Doblò, Ducato
LANCIA	Y		Lybra	Thesis, Phedra	
FORD Europe					
FORD	Ka, Fiesta	Focus, Fusion, Puma	Mondeo	Galaxy	Tourneo, Transit, T. Connect
JAGUAR				S, X, XJ, XK-Type	
LAND ROVER					Freelander, Discovery, Defender, Range Rover
VOLVO			S40, V40	S60, S80, V70, C70	XC70, XC90
GM Europe					
DAEWOO	Matiz, Kalos	Lanos, Rezzo	Evanda		Korando, Rexton
OPEL	Agila, Corsa, Meriva	Astra, Zafira	Vectra	Omega, Signum Speedster	Frontera, Vivaro, Combo, Movano
SAAB				9-3, 9-5	
HONDA	Jazz	Civic, Stream, S2000	Accord		CR-V, HR-V
HYUNDAI					
HYUNDAI	Atos, Getz	Accent, Elantra, Pony, Coupe, Matrix	Sonata	H-1, Trajet	Santa Fe, Terracan
KIA	Picanto	Carens	Magentis	Carnival	Sorento
LADA		111, 112			Niva
MAZDA	2	3, MX5	6, Premacy	MPV, RX8	
MITSUBISHI	Colt	Spacestar	Carisma		Pajero, Outlander
NISSAN	Micra	Almera	Primera	Maxima-QX, 350Z	Primastar, Interstar, Patrol, Terrano, X-Trail
PORSCHE				911, Boxster	Cayenne
ROVER		25, 45, Streetwise		75	
SUBARU	Justy		Impreza, Legacy		Forester
SUZUKI	Alto, Wagon-R, Ignis	Liana			Jimny, Vitara, Samurai
TOYOTA	Yaris	Corolla, MR	Avensis, Prius, Celica	Lexus, Previa	Land Cruiser, Hi-ace, RAV4
VOLKSWAGEN Group					
AUDI	A2	A3, S3	A4, S4, TT	A6, S6, A8	Allroad
SEAT	Arosa, Ibiza	Cordoba, Leon, Altea	Toledo	Alhambra	
SKODA		Fabia	Octavia	Superb	
VOLKSWAGEN	Lupo, Polo	Golf, Bora, New Beetle, Touran	Passat	Sharan, Phaeton	Transporter, Caddy, Touareg

Source: CCFA.

Model breakdown and ranking

2

the two best-selling models in Europe in 2003 were French makes

Four of Europe's six top-selling models in 2003 were French makes, compared with just two of the top ten in 1997. Their broad, appealing range of models has enabled French automobile manufacturers to rebuild market share in France (up 3.7 points since 1997) and to continue making gains in other European markets (up 4.5 points since 1996).

NEW PASSENGER CAR EUROPEAN MARKET SHARE, BY RANGE AND TYPE IN 2003

As a % of new registrations by country	Low range	Low-mid range	High-mid range	Premium range	Other (4WD, minibus)
Germany	24	31	16	21	8
Austria	24	35	17	15	9
Belgium	29	33	14	15	9
Denmark	29	33	27	6	5
Spain	32	44	16	8	0
Finland	17	39	27	12	5
France	38	34	11	8	8
Greece	38	33	13	5	10
Ireland	26	36	22	10	6
Italy	55	25	7	7	6
Luxembourg	24	32	14	20	11
Netherlands	32	35	16	11	6
Portugal	44	36	11	7	2
United Kingdom	34	32	14	13	7
Sweden	13	25	21	34	8
Total European Union	35	32	14	13	7
Norway	17	28	29	13	12
Switzerland	25	29	17	16	14
TOTAL 17 COUNTRIES EUROPE	34	32	14	13	7

	Sedans	Station wagons	Coupes	Convert-ibles	MPVs	Other
Germany	50	21	2	4	16	7
Austria	53	14	1	2	21	10
Belgium	57	15	1	2	20	5
Denmark	56	28	0	1	12	3
Spain	76	4	1	1	13	6
Finland	58	29	0	0	8	5
France	65	7	1	2	20	5
Greece	80	1	2	1	6	10
Ireland	81	3	2	1	8	6
Italy	67	13	1	1	13	5
Luxembourg	57	13	2	2	16	10
Neterlands	53	20	1	2	20	5
Portugal	71	18	1	2	7	2
United Kingdom	69	8	2	4	11	6
Sweden	43	39	1	1	9	7
Total European Union	63	13	1	2	15	6
Norway	42	34	0	1	11	12
Switzerland	44	20	2	4	17	13
TOTAL 17 COUNTRIES EUROPE	62	13	1	3	15	6

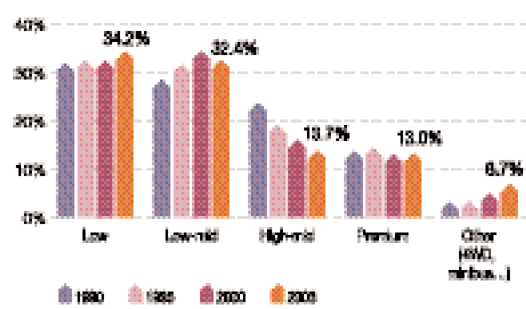
Source: CCFA.

RANKING OF THE 25 LEADING MODELS IN 2003

Models	Rank	Market share
Renault Mégane	1	4.2%
Peugeot 206	2	3.8%
Volkswagen Golf	3	3.5%
Renault Clio	4	3.3%
Ford Focus	5	3.2%
Peugeot 307	6	3.1%
Fiat Punto	7	2.6%
Opel Corsa	8	2.5%
Volkswagen Polo	9	2.4%
Opel Astra	10	2.3%
BMW 3-Series	11	2.3%
Citroën Xsara	12	2.2%
Citroën C3	13	2.2%
Ford Fiesta	14	2.2%
Audi A4	15	1.8%
Volkswagen Passat	16	1.8%
Opel Zafira	17	1.6%
Mercedes C-Class	18	1.6%
Toyota Yaris	19	1.5%
Ford Mondeo	20	1.4%
Mercedes E-Class	21	1.4%
Toyota Corolla	22	1.3%
Renault Laguna	23	1.3%
Seat Ibiza	24	1.3%
Nissan Micra	25	1.2%

Source: CCFA.

New passenger car registrations by range in 17-country Europe



In Europe, two-thirds of new passenger cars are in the low range, which reclaimed its position as the top segment in 2003, and the low-mid range. Since the early 1990s, car buyers have been trading down from the high-mid range to the low-mid range segment, which offers more MPVs.

**The market share of sedans, although still dominant, continued to decline in favor of station wagons, MPVs, convertibles and light vans.
However, each European country retains its own features. Southern Europe continues to prefer low and low-mid range vehicles, while high-mid range cars and station wagons remain the most popular in Northern Europe.**

Technical characteristics of new passenger cars

44%

share of diesel vehicles in the European new passenger car market in 2003

The proportion of new diesel-powered cars as a percentage of total registrations in Europe has grown by more than three percentage points a year since 1997. It has doubled in six years, standing at 44% in 2003.
Of the 6.2 million new diesel units registered in Europe, more than 1.9 million were French makes, representing a market share of close to 31%, versus 29% in 2000.

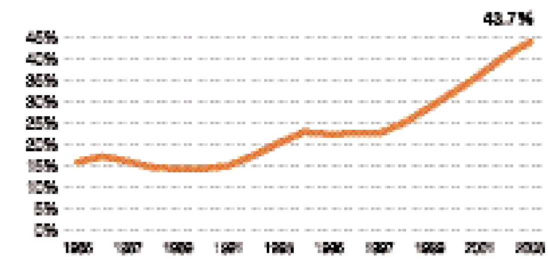
TECHNICAL CHARACTERISTICS OF NEW PASSENGER CARS IN EUROPE, 2003

	Average cylinder capacity cc	Average horsepower kW	4WD %	Diesel %
Germany	1,851	87	7.0	39.9
Austria	1,848	77	8.8	71.5
Belgium	1,761	74	4.7	68.2
Denmark	1,692	78	1.5	22.7
Spain	1,742	71	0.3	60.9
Finland	1,769	85	4.8	15.2
France	1,754	74	5.1	67.4
Greece	1,496		10.6	1.5
Ireland	1,570	72	4.6	17.2
Italy	1,581	68	6.1	48.7
Luxembourg	1,970	92	10.1	65.9
Netherlands	1,718	79	4.2	22.6
Portugal	1,501	66	2.1	44.9
United Kingdom	1,725	81	7.6	27.3
Sweden	1,984	103	10.7	7.7
European Union	1,737	78	5.9	44.3
Norway	1,731	83	16.8	23.2
Switzerland	1,995	102	19.6	21.7
TOTAL 17 COUNTRIES	1,742	79	6.2	43.7

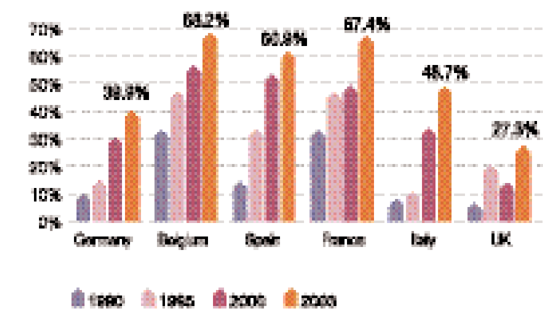
Source: CCFA.

European diesel passenger car market

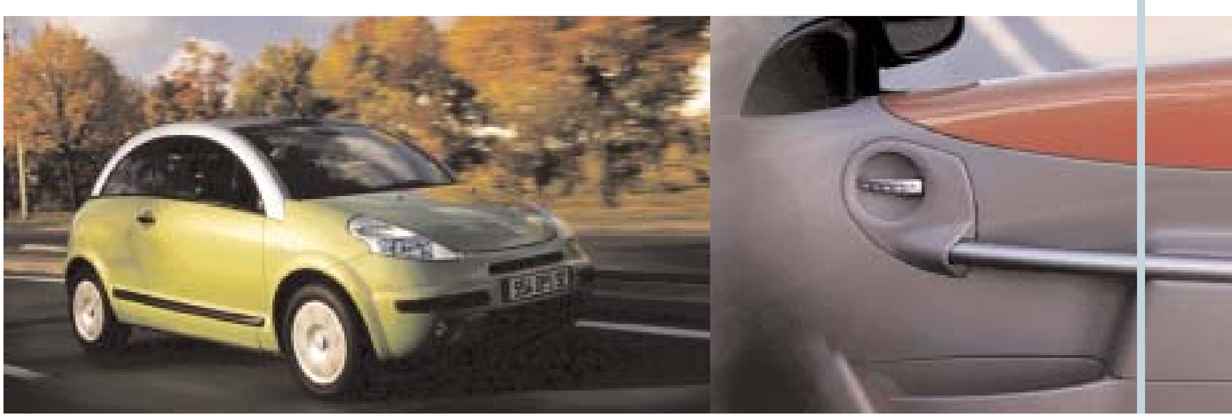
As a % of total registrations



Diesel market share by country



In Europe, average cylinder capacity and horsepower of passenger car engines vary considerably from one country to another, reflecting each one's economic, tax and geographic conditions. Average cylinder capacity and horsepower continued to climb slowly but steadily in 2003.
The market share of four-wheel drive vehicles increased in all countries and stood at 6.2% throughout the European market. The per capita rate of ownership varies widely from one country to the next depending on national market characteristics. Market share is very high in Switzerland, Norway and Austria, where mountainous terrain has fueled sales of these vehicles.
The market share of diesel vehicles in Europe is largely influenced by local regulations and tax rules. In a European market that declined 1%, diesel sales rose 7%, lifting market share to close to 44%. More than half of all new cars sold in Austria, Belgium, Spain, Luxembourg and France were diesels. The share of diesels in new car registrations in Germany and Italy has grown steadily since 1997 and is now 40% and close to 49% respectively.



Light commercial vehicles

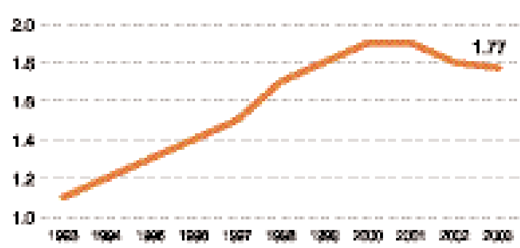
35%

share of French manufacturers in the Western European light commercial vehicle market

For the third consecutive year, French manufacturers' share of the new light commercial vehicle market in Europe was 35% (up 0.1 points from 2002). More than one light commercial vehicle in three registered in Europe was a French make.
In a market that declined by 2% in 2003, French manufacturers consolidated their market share primarily due to a 0.6-point rise in Europe outside France. This offset the decline of the French market as a percentage of the total European market, where they maintained their positions. Their attractive, renewed lineup has generated a 6.6-point gain since 1996 in a growth-oriented European market.

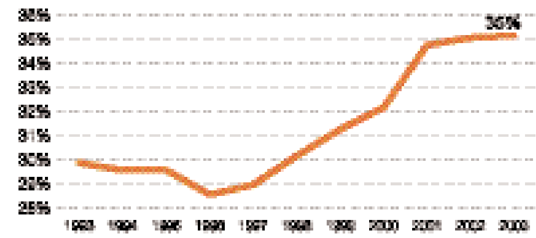
Light commercial vehicle registrations in Europe (17 countries)

In millions of units

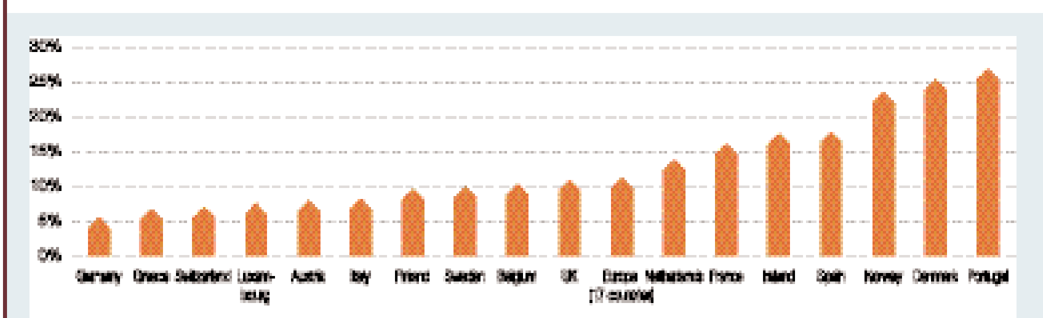


French market share

In % of total market

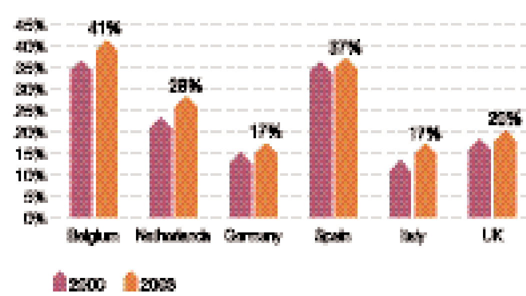


Share of light commercial vehicles in registrations of light vehicles (passenger cars and light commercial vehicles) in 2003



Light commercial vehicles are defined as vehicles whose gross weight rating is less than five tonnes. Designed to carry goods, they are offered in a variety of categories, including utility vehicles derived from passenger cars, light vans, light trucks, large vans, pickups and four-wheel drive vehicles. Since tax conditions are not the same in all European countries, the share of light commercial vehicles in total light vehicles ranged from 5% in Germany to more than 25% in Portugal in 2003.
Sales of these vehicles have been stimulated by model renewals and the fact that they offer an appropriate response to business transportation and mobility needs. In 2003, nearly 1.8 million light commercial vehicles were registered in Europe, compared with 1.1 million in 1993. The market share of French manufacturers exceeded 37% in Spain and Belgium in 2003. It was 17% in Germany and Italy, countries with their own light commercial vehicle manufacturers, versus less than 15% in 2000.

Market share of French manufacturers in major European countries



The heavy truck market and production

1 OUT OF 9

new heavy trucks sold in Western Europe is a French make

After peaking in 2000, the European heavy truck market shrank for the third year in a row, declining 2% from 2002 to 298,000 vehicles, as companies reduced their capital spending. Nevertheless, it was still up 48% in comparison with 1993, a gloomy year for heavy trucks.
European heavy truck production rose 2% to 381,000 units, reflecting lower domestic demand and higher exports of heavy trucks outside the European Union, in particular to Eastern Europe.

THE EUROPEAN HEAVY TRUCK MARKET AND PRODUCTION

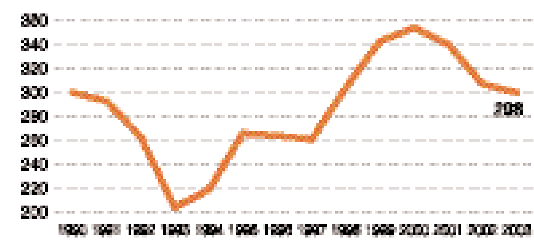
In thousands of units	2002	2003	Change
New heavy truck registrations			
5.1t to 15.9t	92	83	–9.3%
Over 16t	213	214	0.8%
Total	**305**	**298**	**–2.3%**
European heavy truck production			
5.1t to 15.9t	108	102	–6.4%
Over 16t	266	279	5.0%
Total	**375**	**381**	**1.7%**

Source: CCFA.

In Europe, the heavy truck market began feeling the effects of the recession in 2001. Companies cut back their capital spending and the decline in manufacturing activity in the second half adversely impacted road haulage. However, the upturn in spending and in world trade in second-half 2003 should anchor a better performance in 2004.
Heavy truck investment cycles are relatively long. The peak in 2000 was 75% higher than the low point in 1993, representing 150,000 more vehicles.
Demand remained focused on the 16t-and-over segment (including both trucks and road tractors), which accounted for 72% of total registrations.
Against this economic backdrop, Renault Trucks saw registrations decline by more than 10%. After growing for a number of years, market share slipped to 11.4%, which was still above its 2000 level. After renewing the Midlum line in the early 2000s, Renault Trucks' market share was adversely affected by the relative decline of the French market as a percentage of the total European truck market. Nonetheless, the company continued its international expansion, consolidating its market share in Europe outside France at close to 7% in 2003, versus just 5% in 1996.

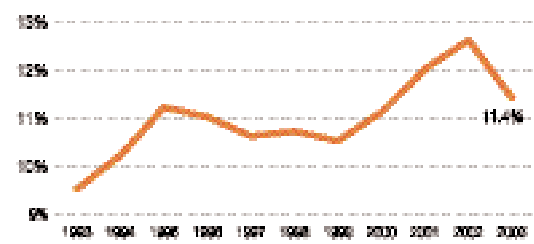
European heavy truck registrations

In thousands of units

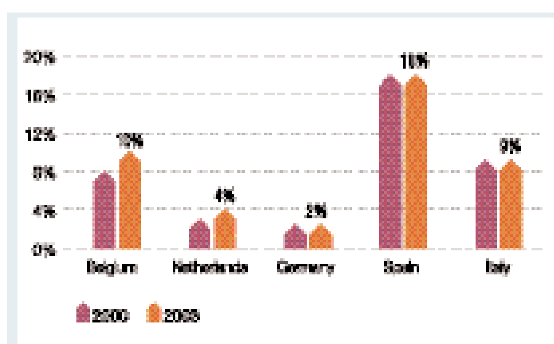


Renault Trucks market share in Europe

As a % of the total market



Renault Trucks market share in the main European countries



28%

share of French manufacturers in the new light vehicle market (up to 3.5t) in the new EU member states

French automobile manufacturers in the new European Union member states

Ten new countries joined the European Union on May 1, 2004, shifting its center of gravity eastward and bringing new markets such as the Community of Independent States (CIS) and the Balkans closer. French manufacturers have had a commercial presence in the region for a number of years. They also operate local production plants: PSA Peugeot Citroën in Slovakia and, in partnership with Toyota, in the Czech Republic, and Renault in Slovenia, Romania through the acquisition of Dacia, and soon Russia. These plants will enable the two manufacturers to meet demand in these countries, which is forecast to grow given the low number of vehicles per capita compared with France or Germany.

MARKET AND VEHICLE PRODUCTION IN THE MAIN CENTRAL AND EASTERN EUROPEAN COUNTRIES: CROATIA, HUNGARY, POLAND, CZECH REPUBLIC, ROMANIA, SLOVAKIA AND SLOVENIA

In thousands of units	2002	2003	Change
Vehicle production			
Passenger cars	1,261	1,227	–2.7%
Light commercial vehicles	36	34	–6.9%
Heavy trucks	7	6	–3.4%
New vehicle registrations			
Passenger cars	912	1 021	11.9%
Light commercial vehicles*	100	112	11.6%
Heavy trucks**	25.0	26.1	4.7%

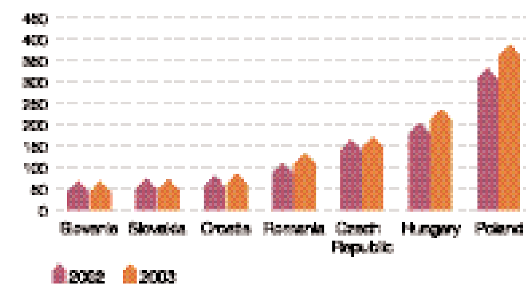
Up to 3.5t.
*** Over 6t.*

Source: CCFA, OICA and manufacturers.

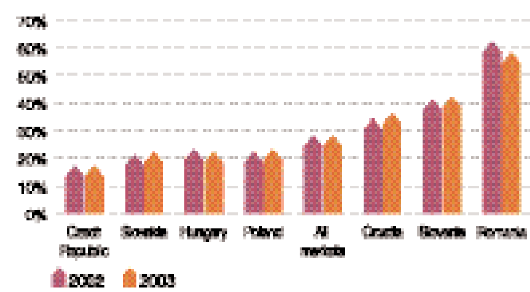
Although the EU-15 is dominated by replacement demand, this is not the case of the future and new member states, where the potential for first-time car ownership is significantly higher.
At present, Central and Eastern European countries (CEEC) produce close to 1.3 million vehicles, corresponding overall to their domestic demand, which is set to rise. French manufacturers already hold a share of these seven main markets that is equivalent to their share of the EU-15 market. It was close to 28% in light vehicles (up to 3.5t) and nearly 13% in heavy trucks (over 6t).

New light vehicle registrations (up to 3.5t)

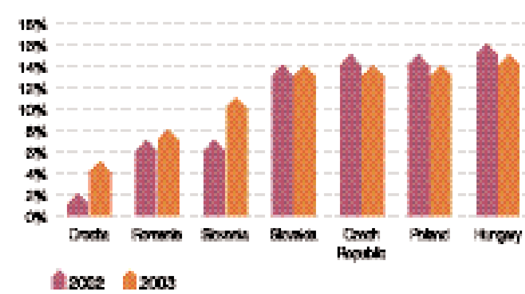
In thousands of units



French manufacturer share in the new light vehicle (up to 3.5t) market



Renault Trucks share in the heavy truck (over 6t) market



The automotive industry in the European Union

2 MILLION

people employed in the automotive industry in the European Union

The European automotive industry employed more than 1.9 million people in 2001 in companies with more than 20 employees.
Value added per employee ranged from €40,000 in Italy to €66,000 in Germany, and was more than €60,000 in France, slightly above the EU average.
Per capita personnel costs ranged from €32,000 in Spain and Italy to €40,000 in France and €54,000 in Germany.

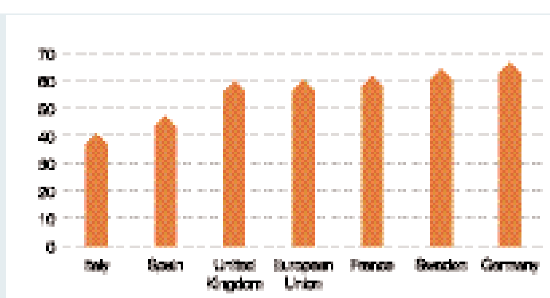
THE AUTOMOTIVE INDUSTRY IN 2001

(Companies with more than 20 employees)	Unit	European Union	Germany	France	United Kingdom	Italy	Spain	Sweden
People employed	thousands	1 939	863	286	220	174	162	78
Automobile manufacturing	thousands	1,055	527	156	93	70	80	51
Body and trailer manufacturing	thousands	167	42	30	29	17	14	3
Automotive equipment manufacturing	thousands	717	294	100	98	88	68	24
Sales	€ millions	616,260	264,525	127,067	62,631	48,177	48,888	20,807
Production	€ millions	549,127	226,813	122,594	52,560	42,273	42,812	20,615
Production/sales	%	89.1	85.7	96.5	83.9	87.7	87.6	99.1
Value added (to factor costs)	€ millions	116,499	57,329	17,466	13,087	7,058	7,578	4,959
VA/Production	%	21.2	25.3	14.2	24.9	16.7	17.7	24.1
VA per employee	€ thousands	60.1	66.4	61.1	59.5	40.5	46.8	63.9
	Base 100 Italy	149	164	151	147	100	116	158
Goods and services purchased	€ millions	–	209,237	109,662	49,262	41,656	41,625	17,255
Purchases as a % of output	%	–	92.3	89.5	93.7	98.5	97.2	83.7
Personnel costs	€ millions	86,479	46,260	11,565	8,968	5,552	5,159	3,150
Personnel costs per employee	€ thousands	44.6	53.6	40.4	40.7	31.8	31.9	40.6
	Base 100 Italy	140	168	127	128	100	100	128

Source: Eurostat – Presentation: CCFA.

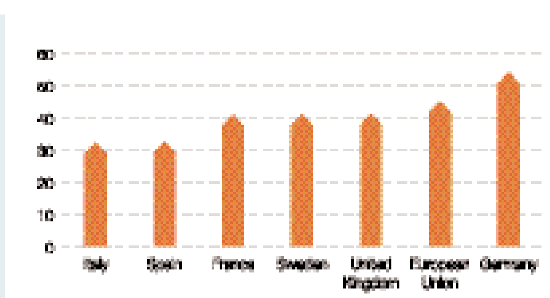
Value-added per employee

In thousands of euros



Personnel costs per employee

In thousands of euros



A key sector of the European economy, the automotive industry encompasses:
- **Vehicle manufacturers.**
- **Body and trailer manufacturers.**
- **Automotive equipment manufacturers.**

The data in the above chart have been obtained from surveys of national companies and have been adjusted for consistency by Eurostat. Due to difficulties in collecting statistics at both the national and European level, only data up to 2001 were available.
In 2001, the European automotive industry employed more than 1.9 million people, including 1.1 million in vehicle manufacturing, or 54% of the total.
Germany and France accounted for close to 60% of employees in the industry, or 45% and 15% respectively.
The automotive industry differed significantly from country to country in terms of structure and wages. In Germany and France, the percentage of employees in the industry involved in automobile manufacturing exceeded 55%, compared with 50% in Spain and 40% in Italy. Personnel costs per employee varied from €32,000 in Spain and Italy to €54,000 in Germany, a difference of 68%.

Global production sites of French automobile manufacturers

50

number of French manufacturers' production and assembly plants worldwide

Americas

ARGENTINA
(30) Buenos Aires
(31) Santa Isabel
BRAZIL
(32) Curitiba
(33) Porto Real
COLOMBIA
(34) Medellin
MEXICO
(35) Aguascalientes (Nissan)
(36) Cuernavaca (Nissan)

Africa

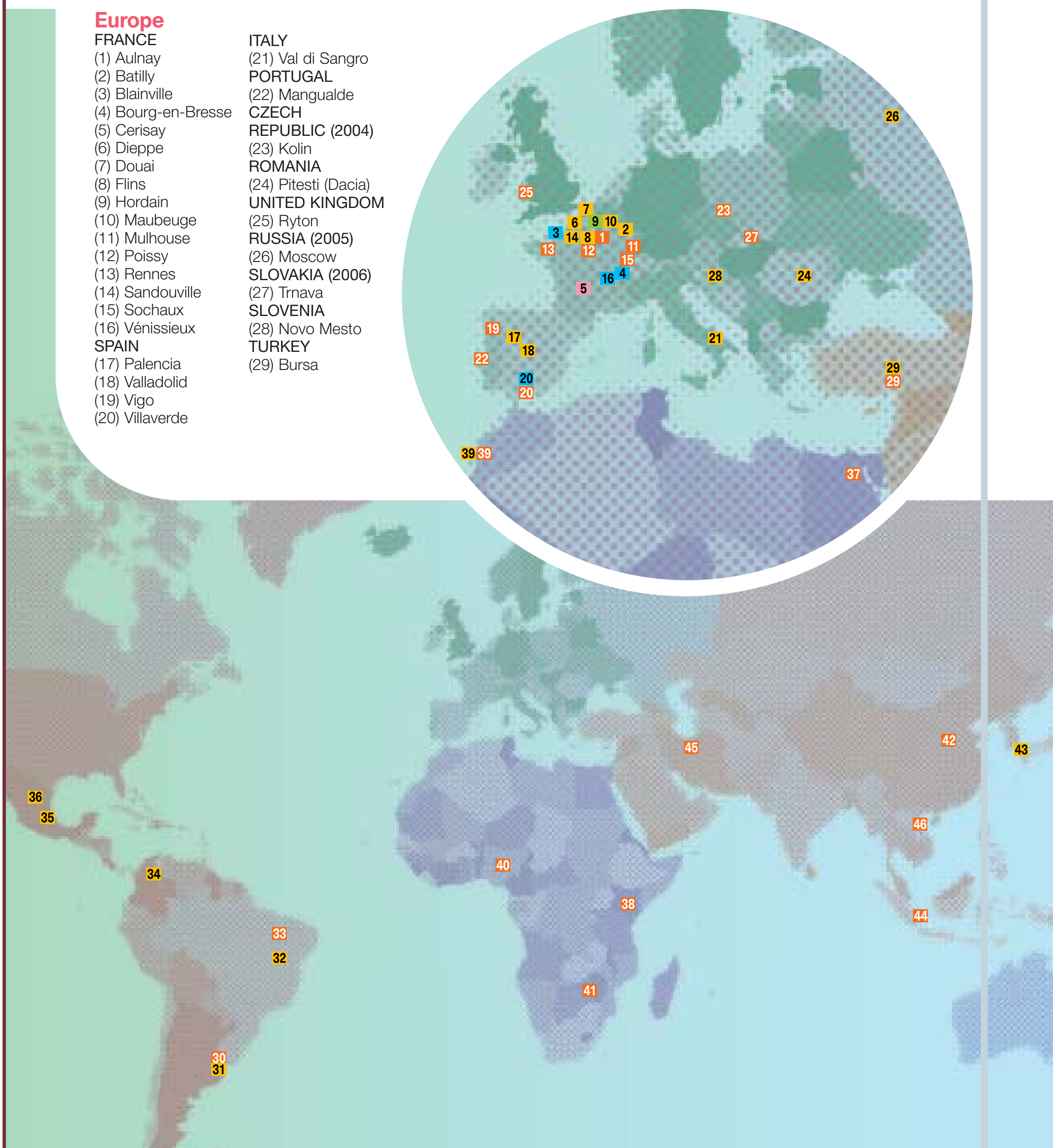
EGYPT
(37) Cairo
KENYA
(38) Mombasa
MOROCCO
(39) Casablanca
NIGERIA
(40) Kaduna
ZIMBABWE
(41) Mutare

Asia

CHINA
(42) Wuhan
SOUTH KOREA
(43) Busan (Renault Samsung Motors)
INDONESIA
(44) Jakarta
IRAN
(45) Tehran
THAILAND
(46) Lardkrabang

Europe

FRANCE
(1) Aulnay
(2) Batilly
(3) Blainville
(4) Bourg-en-Bresse
(5) Cerisay
(6) Dieppe
(7) Douai
(8) Flins
(9) Hordain
(10) Maubeuge
(11) Mulhouse
(12) Poissy
(13) Rennes
(14) Sandouville
(15) Sochaux
(16) Vénissieux
SPAIN
(17) Palencia
(18) Valladolid
(19) Vigo
(20) Villaverde
ITALY
(21) Val di Sangro
PORTUGAL
(22) Mangualde
CZECH REPUBLIC (2004)
(23) Kolin
ROMANIA
(24) Pitesti (Dacia)
UNITED KINGDOM
(25) Ryton
RUSSIA (2005)
(26) Moscow
SLOVAKIA (2006)
(27) Trnava
SLOVENIA
(28) Novo Mesto
TURKEY
(29) Bursa



PSA Peugeot Citroën · Renault · Sevel · Euro Auto (Heuliez) · Renault Trucks

Global production of French automobile manufacturers

5.7
MILLION
vehicles produced by French automobile manufacturers worldwide in 2003

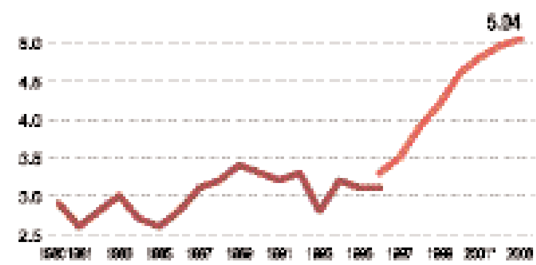
In 2003, French automobile manufacturers produced 5.7 million vehicles, up 1.5%. Since 1996, growth in production has amounted to 52%, mainly thanks to expansion outside France. For the first time, passenger car production exceeded 5 million units.

PRODUCTION AND ASSEMBLY SITES IN 2003

Manufact. Make	Model	Launched	Production or assembly sites in 2003
PSA Peugeot Citroën			
Peugeot	106	1991	**Aulnay**
Peugeot	206	1998	**Mulhouse, Poissy, Ryton** (UK), Argentina, **Porto Real** (Br), Chile, Iran, Indonesia
Peugeot	306	1993	Kenya, Nigeria, Zimbabwe
Peugeot	307	2001	**Mulhouse, Sochaux,** Argentina
Peugeot	405	1987	Iran, Egypt
Peugeot	406	1995	**Sochaux,** Italy, Thailand, Egypt, Nigeria, Zimbabwe
Peugeot	407	2004	**Rennes-la-Janais**
Peugeot	504	1968	Kenya, Nigeria
Peugeot	607	2000	**Sochaux**
Peugeot	807	2002	**Hordain**
Peugeot	Partner	1996	**Vigo** (S), Mangualde (P), Turkey, Argentina, Morocco
Peugeot	Expert	1995	**Hordain**
Peugeot	J9	1965	Turkey
Peugeot	Boxer	1994	**Val di Sangro** (I)
Citroën	Saxo	1996	**Aulnay**
Citroën	C2	2003	**Aulnay**
Citroën	C3	2002	**Aulnay, Villaverde** (S), **Porto Real** (Br)
Citroën	Xsara	1997	**Rennes-la-Janais, Vigo** (S), **Villaverde** (S), **Porto Real** (Br), China
Citroën	ZX	1991	China
Citroën	Xantia	1993	Iran
Citroën	C5	2001	**Rennes-la-Janais**
Citroën	C8	2002	**Hordain**
Citroën	C15	1984	**Vigo** (S), Morocco
Citroën	Berlingo	1996	**Vigo** (S), Mangualde (P), Argentina, Morocco
Citroën	Jumpy	1995	**Hordain**
Citroën	Jumper	1994	**Val di Sangro** (I)
RENAULT			
Renault	Twingo	1993	**Flins**, Colombia
Renault	Clio	1990/1998	**Flins, Valladolid** (S), Dieppe, Sweden, **Turkey**, **Novo Mesto** (Sl), **Brazil,** Argentina, Colombia, Mexico
Renault	Mégane	1995/2002	**Douai, Palencia** (S), **Turkey, Brazil,** Dieppe, Argentina, Colombia, Mexico
Renault	Laguna	2001	**Sandouville**
Renault	Vel Satis	2002	**Sandouville**
Renault	Espace	1991/2002	**Sandouville, Romorantin, Dieppe**
Renault	Avantime	2001	**Romorantin**
Renault	Kangoo	1997	**Maubeuge,** Morocco, Argentina
Renault	Master/Mascott	1997/1999	**Batilly, Brazil**
Renault	Trafic 2	2001	**Luton** (UK, General Motors), **Barcelone** (S, Nissan)

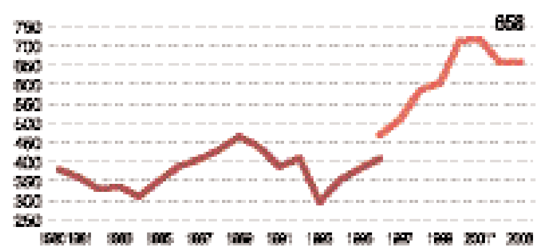
New passenger cars

In millions of units



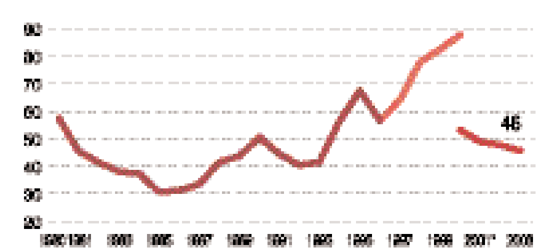
New light commercial vehicles (to 5t)

In thousands of units



New heavy trucks (over 5t)

In thousands of units



See notes on page 54 for changes in scope of consolidation.

In 1996, French automobile manufacturers changed the method of reporting their output. Production figures now represent the number of vehicles assembled at a given roll-out location, while the concept of knocked down (KD) units has been abandoned.
Production of passenger cars continued to grow, and for the first time exceeded 5 million units. Light vehicle output remained stable. This production does not take into account the Renault Trafic 2, assembled by GM Europe in the United Kingdom and by Nissan in Spain.

Markets for new French vehicles

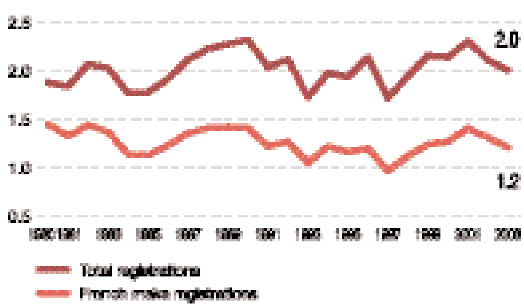
73%
of vehicles produced by French manufacturers are sold abroad

In 2003, the decline in domestic sales for French automobile manufacturers was offset by market gains in Europe and by expanded export sales, including to Central and Eastern Europe, Latin America and China. Export markets represented more than 70% of the French automobile manufacturers' sales in 2002, compared with two-thirds between 1999 and 2001.

VEHICLE REGISTRATIONS IN FRANCE

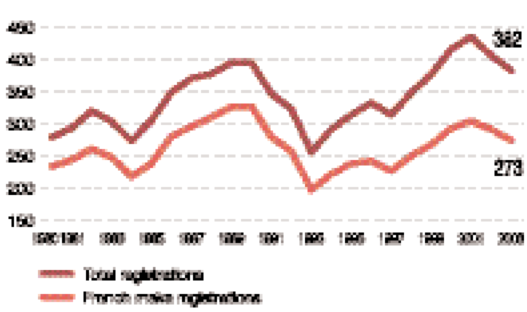
New passenger cars

In millions of units



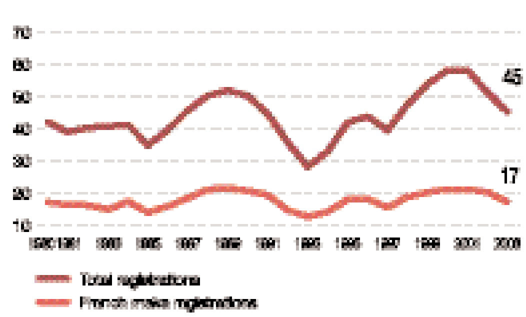
New light commercial vehicles (to 5t)

In thousands of units



New heavy trucks (over 5t)

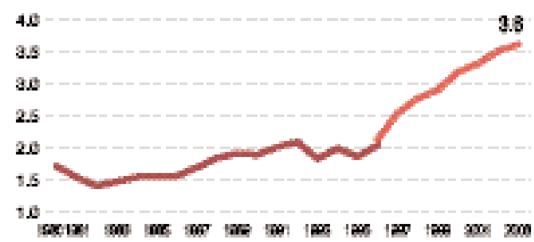
In thousands of units



EXPORTS

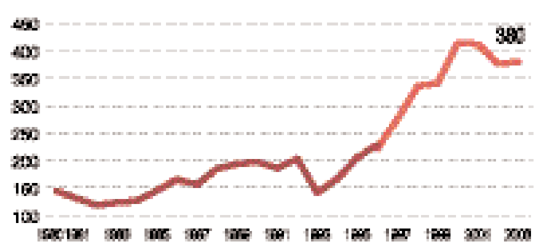
New passenger cars

In millions of units



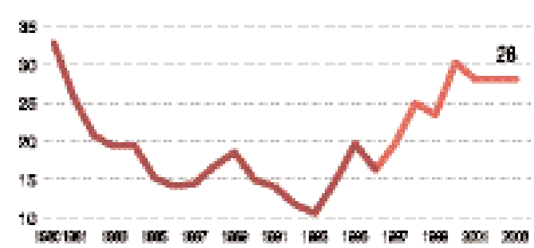
New light commercial vehicles (to 5t)

In thousands of units



New heavy trucks (over 5t)

In thousands of units



The decline in French-make vehicle registrations in France that began in 2002 continued in 2003, after rising steadily between 1997 and 2001. Efficient, competitively-priced new models have allowed French manufacturers to win back market share despite wider opening of the market and heightened competition.
Passenger car exports rose 5% to more than 3.6 million units, while light commercial vehicle exports rose 1% to 380,000 units (excluding the Renault Trafic 2) and heavy truck exports were stable at close to 28,000 units.
These figures do not include local makes owned by French manufacturers (Dacia, Renault Samsung Motors), which further highlight the successful internationalization of French manufacturers.

Diesel passenger cars

12.7
MILLION
number of diesel passenger cars on the road in France

For the third year in a row, diesel vehicles continued their ascension in France. Diesel passenger car registrations exceeded registrations of vehicles running on other fuels, accounting for 67% of the total in 2003. Forty-three percent of passenger cars on the road at January 1, 2004 were diesel-powered. French production of diesel vehicles stood at more than 2.2 million units, or 44% of total output, in 2002.

DIESEL PASSENGER CARS

	1990	1995	2000	2001	2002	2003	2003/2002 % change
Production							
In units	804,007	1,036,796	1,648,448	1,911,704	2,086,808	2,229,221	+6.8
As a % of total production	24.4%	34.0%	35.8%	39.8%	42.1%	44.2%	
Exports							
In units	292,061	472,087	975,038	1,185,352	1,273,210	1,388,553	+9.1
As a % of total exports	15.5%	25.5%	33.7%	36.0%	36.7%	38.2%	
Registrations							
In units	762,054	897,698	1,046,485	1,267,761	1,354,933	1,353,914	–0.1
As a % of total registrations	33.0%	46.5%	49.0%	56.2%	63.2%	67.4%	
VEHICLES IN USE							
In units	**3,775,000**	**6,938,000**	**9,980,000**	**10,889,000**	**11,822,000**	**12,729,000**	**+7.7**
As a % of total cars in use	**16.0%**	**27.6%**	**35.6%**	**37.9%**	**40.5%**	**43.1%**	

Source: CCFA.

MAIN NEW DIESEL PASSENGER CAR RANKINGS IN 2003

Diesel model	Rank	Registrations Units	Diesel market share %
Renault Mégane	1	155,615	11.5
Peugeot 307	2	104,629	7.7
Renault Clio	3	103,541	7.6
Peugeot 206	4	95,668	7.1
Citroën Xsara	5	78,698	5.8
Renault Laguna	6	54,486	4.0
Citroën C3	7	44,427	3.3
Volkswagen Golf	8	34,822	2.6
Opel Zafira	9	28,275	2.1
Ford Focus	10	26,666	2.0

Source: CCFA.

In 2003, France remained the world's leading market for diesel engines with 1,354,000 new passenger car registrations, ahead of Germany with close to 1.3 million units. The new, quieter, more efficient diesel engines are winning popular acclaim.
Diesel vehicles continued to gain market share in Europe, reaching nearly 44%. With more than 30% of the market, French manufacturers capitalized on sustained European demand, which lifted French exports of diesel-powered vehicles 9% to close to 1.4 million units.

New passenger car registrations by model and range

35%

of new passenger registrations in France in 2003 were not sedans

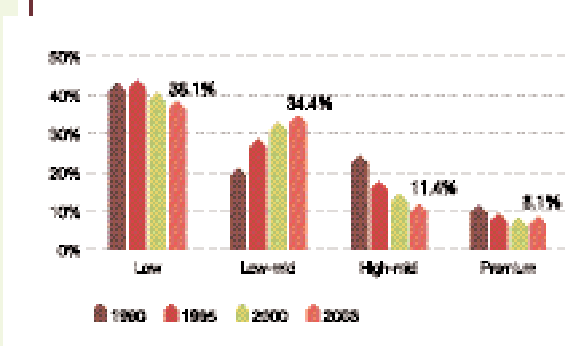
In a competitive market, French manufacturers continued to refresh their offer with new models, restylings and a growing array of versions (MPVs, station wagons, convertibles, coupes) focusing on multi-purpose applications and enhanced active and passive safety.
In 2004, the launches of the Citroën C4, the Peugeot 407, including the SW version, and the new Renault Modus MPV are expected to consolidate the success of French automobile manufacturers.

REGISTRATIONS IN FRANCE BY RANGE AND BODY MODULE

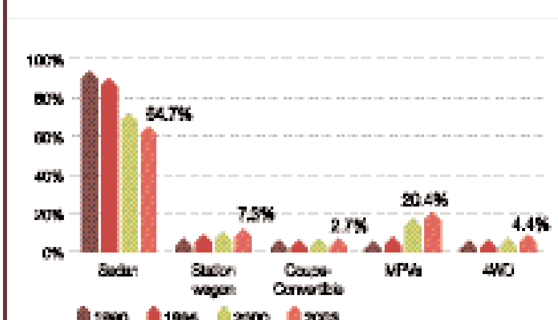
	1990		1995		2000		2001		2002		2003	
	Units	%	Units	%	Units	%	Units	%	Units	%	Units	%
Range												
Low	986,532	42.7	840,880	43.6	855,161	40.1	869,922	38.6	798,637	37.2	765,401	38.1
Low-mid	477,631	20.7	544,062	28.2	695,146	32.6	736,575	32.7	732,474	34.1	692,165	34.4
High-mid	555,053	24.0	334,457	17.3	303,028	14.2	346,603	15.4	302,072	14.1	228,462	11.4
Premium	256,381	11.1	173,370	9.0	163,293	7.7	165,117	7.3	164,141	7.7	163,233	8.1
Other	33,533	1.5	37,735	2.0	117,256	5.5	136,515	6.1	147,747	6.9	159,985	8.0
TOTAL	2,309,130	100.0	1,930,504	100.0	2,133,884	100.0	2,254,732	100.0	2,145,071	100.0	2,009,246	100.0
Body module												
Sedan	2,155,724	93.4	1,731,191	89.7	1,527,676	71.6	1,596,674	70.8	1,483,681	69.2	1,300,495	64.7
Station wagon	61,418	2.7	78,278	4.1	119,739	5.6	115,637	5.1	148,658	6.9	146,588	7.3
Coupe-convertible	36,269	1.6	30,067	1.6	50,527	2.4	69,131	3.1	58,035	2.7	53,714	2.7
MPVs	28,682	1.2	58,376	3.0	369,434	17.3	395,948	17.6	368,476	17.2	409,325	20.4
including compact MPVs	–	–	–	–	241,190	11.3	262,000	11.6	240,644	11.2	244,669	12.2
4WD	17,129	0.7	25,684	1.3	57,116	2.7	67,382	3.0	75,470	3.5	87,598	4.4
Other	9,908	0.4	6,908	0.4	9,392	0.4	9,960	0.4	10,751	0.5	11,526	0.6
TOTAL	2,309,130	100.0	1,930,504	100.0	2,133,884	100.0	2,254,732	100.0	2,145,071	100.0	2,009,246	100.0

Source: CCFA.

Market shares by range



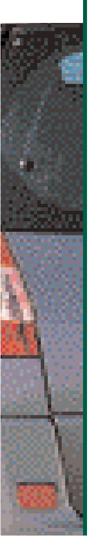
Market share by body module



MAIN NEW PASSENGER CAR MODEL RANKINGS IN 2003

	Rank	Registrations	Market share
		Units	%
Renault Mégane	1	198,874	9.9
Renault Clio	2	163,069	8.1
Peugeot 206	3	159,646	7.9
Peugeot 307	4	139,924	7.0
Citroën Xsara	5	99,151	4.9
Citroën C3	6	83,533	4.2
Renault Laguna	7	65,253	3.2
Renault Twingo	8	53,146	2.6
Volkswagen Golf	9	40,878	2.0
Opel Zafira	10	35,045	1.7
Ford Focus	11	32,166	1.6
Opel Corsa	12	31,029	1.5
Volkswagen Polo	13	30,761	1.5
Citroën C5	14	30,719	1.5
Peugeot 406	15	29,694	1.5
Fiat Punto	16	29,126	1.4
Toyota Yaris	17	26,977	1.3
Renault Kangoo	18	26,270	1.3
Ford Fiesta	19	25,404	1.3
Renault Espace	20	24,427	1.2
Volkswagen Passat	21	22,219	1.1
Citroën Berlingo	22	19,915	1.0
BMW Série 3	23	19,643	1.0
Seat Ibiza	24	18,705	0.9
Opel Meriva	25	18,109	0.9

Source: CCFA.



French manufacturers in 2003

348,000

people employed by French automobile manufacturers worldwide

PSA PEUGEOT CITROËN

PSA Peugeot Citroën enjoyed further growth in the number of vehicles sold, despite contracting automotive markets in Europe, especially France, thanks to the expansion of its sales outside France. The Group consolidated its position as Europe's second largest manufacturer of passenger cars and light commercial vehicles. This performance was led by the good fit between Peugeot and Citroën products, models that proved very popular, and the cost-saving platform strategy. The Group pursued its commitment to international expansion (doubling of production capacity in China by 2008). It also forged further long-term, targeted cooperation initiatives with other automobile manufacturers, such as the launch of a new platform with Toyota effective in 2005, and pursued technological innovations (particulate filters, stop-and-start system) in 2003.
The Group's strengthened capabilities and expanded product lineup (Citroën C4, Peugeot 407 and 1007) are expected to drive renewed growth from second-half 2004.

RENAULT

In 2003, Renault gained from the launch of the Mégane II family, which led sales in Europe. It also confirmed its position as Europe's leading make. In addition, Renault's financial results were boosted by interests in Nissan and AB Volvo. The internationalization strategy was pursued, with the presentation of the Logan in June 2004 (X90 project), built first by Dacia in Romania and later assembled in Russia, Morocco and Colombia. Major projects are also planned for Iran and China. The latter country demonstrates the importance of the Renault-Nissan alliance, since the project follows on from an initial agreement between Nissan and Dongfeng Motor Company. Further growth should be generated by the development of the Renault-Dacia-Samsung Group, especially in emerging countries, and the launch of the Renault Modus, completing the offering alongside the Clio and Twingo.

RENAULT TRUCKS

In 2001, Renault's truck operations (Renault V.I. and Mack) were merged with those of AB Volvo, in which Renault is now the principal shareholder. The US operations (Mack) were deconsolidated from Renault V.I., which was renamed Renault Trucks. Renault Trucks has 15,000 employees, including 1,100 in research and development. In addition to industrial cooperation, synergies among the three makes have generated significant savings, in particular in the area of purchasing.
In 2003, Renault Trucks' market share in Europe slipped, in particular because the French market declined as a percentage of the total European market. However, international expansion continued (including in Eastern Europe) and an agreement was signed with Dongfeng with a view to bringing Renault Trucks to China.
In 2004, as the main European truck markets recover, Renault Trucks vehicles are expected to remain attractive. In addition, the new range of Sherpa tactical vehicles was presented at the Eurosatory exhibition.

HENRI HEULIEZ GROUP

The Henri Heuliez Group expanded its partnership operations with other manufacturers during the year. Body-in-white process and stamped part production capabilities were extended and production of Peugeot 206 CC body modules was successfully initiated. The business will expand further in 2004 with the assembly of a coupe-convertible.

FRENCH MANUFACTURERS IN 2003

	Units	PSA Peugeot Citroën	Renault
Sales	In € millions	54,238	37,525
o/w Europe	In € millions	48,128	32,938
o/w outside Europe	In € millions	6,110	4,587
Capital spending	In € millions	3,020	2,700
Net income	In € millions	1,497	2,480
Employees (at December 31)		199,910	130,740

	Units	Automobile division: Peugeot and Citroën	Automotive equipment: Faurecia	Transportation: Gefco	Financing: PSA Finance	Other	Eliminations	Passenger car division	Finance division
Sales	In € millions	43,684	10,123	2,742	1,724	968	–5,003	35,535	1,990
Operating income	In € millions	1,281	303	143	418	50		1,035	367
Capital spending	In € millions	2,574	354	54	13	25		2,533	167
Employees (at December 31)		135,180	51,860	8,350	2,150	2,370		127,531	3,209

Source: PSA Peugeot Citroën and Renault annual reports.
Renault's capital spending is net of divestments.

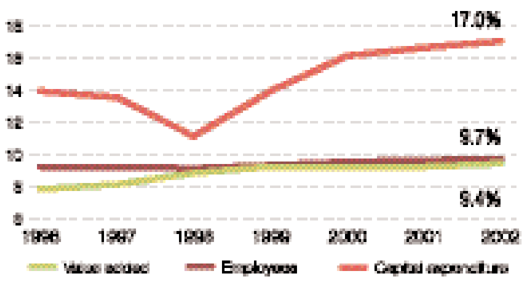
French automotive industry economic data

In 2002, the automotive industry accounted for 9.4% of the value added of France's manufacturing and energy sector. The workforce made up 9.7% of people employed in the sector. The automotive industry uses a wide variety of technologies, requiring significant investment that accounted for more than 17% of capital expenditure by the manufacturing and energy sector in 2002.

17%

automotive industry share in capital spending by the French manufacturing and energy sector in 2002, according to SESSI

The automotive industry's contribution to the manufacturing and energy sector



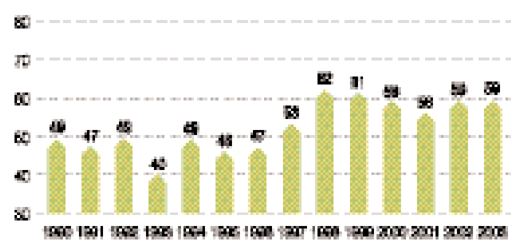
Every year, the statistics office of the French State Secretariat for Industry (SESSI) conducts surveys of French companies, providing a primary source of information about French industry.
The automotive industry covers motor vehicle manufacturing; motor vehicle, caravan and recreational vehicle body manufacturing; and upstream manufacturing of automotive equipment. However, the statistics do not encompass all automotive industry suppliers. Products such as automobile seats, tires and glass are classified under other categories (see page 41).

MOTOR VEHICLE MANUFACTURING

Between 1996 and 2003, following the strong increase in production, value added (excluding VAT) per employee surged 24% in constant euros. In order to develop new models and optimize production capacity, capital expenditure amounted to 4.4% of sales, or 3.8 billion. Export sales continued to increase, reaching 55% in 2003, versus 38% in 1990.

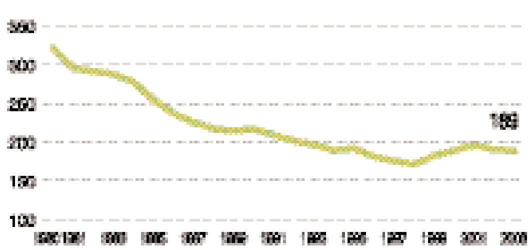
Value added produced by the automobile manufacturing industry*

In thousands of 1990 euros per employee



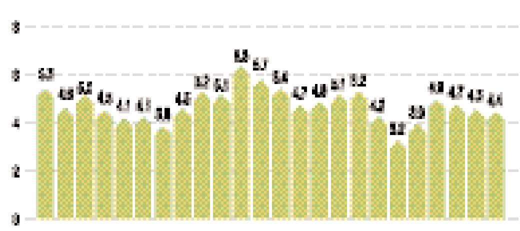
Automobile manufacturing employees*

Thousands of jobs



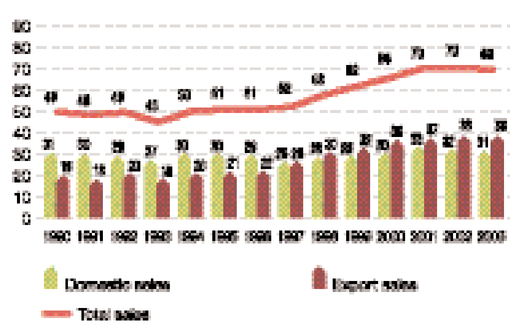
Capital expenditure by the automobile manufacturing industry*

As a % of sales



Domestic and export sales by the automobile manufacturing industry*

In billions of 1990 euros



* CCFA estimates for 2003. See also pages 66 and 67.

€4.1
BILLION
French automotive industry research and development expenditure in 2001

Automotive industry research and development spending

In 2001, the automotive industry led all other industries in France in terms of corporate research and development spending. Its expenditure was close to €4.1 billion, accounting for 15.5% of total corporate research and development expenditure. Between 1998 and 2001, gross domestic expenditure on research and development by the automotive industry rose by 46%, and the increase was 15% from 2000 to 2001.
The automobile leverages a wide variety of technologies and therefore requires significant research initiatives to ensure its reliability throughout its lifetime, user safety and environmental protection.
The automotive industry's research and development budgets exceeded those of the pharmaceutical industry, of the radio, television and communication equipment and components industry (€3.4 billion each) and the aviation and space industry (€3 billion).

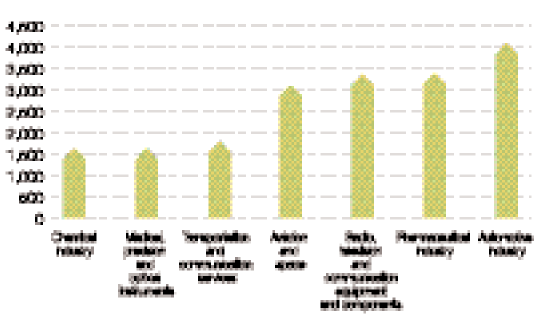
GROSS DOMESTIC EXPENDITURE ON RESEARCH AND DEVELOPMENT IN THE MAIN CORPORATE RESEARCH SEGMENTS IN FRANCE IN 2001	GDECRD*	GEERD**	Total		Of which public funding***	
	in € millions	in € millions	in € millions	in %	in € millions	in %
Automotive industry	3,066	1,005	4,070	15.5	11	0.5
Pharmaceutical industry	2,517	843	3,360	12.8	16	0.8
Radio, television and communication equipment and components	2,678	658	3,336	12.7	292	13.8
Aviation and space	2,149	876	3,025	11.5	897	42.5
Transportation and communication services	1,237	535	1,772	6.7	8	0.4
Medical, precision and optical instruments	1,339	270	1,609	6.1	334	15.8
Chemical industry	1,286	279	1,565	6.0	22	1.0
Machinery and equipment manufacturing	969	222	1,191	4.5	276	13.1
Energy and extraction of energy products	688	240	928	3.5	21	1.0
Machinery and electrical equipment manufacturing	681	82	762	2.9	9	0.4
IT services	702	57	759	2.9	53	2.5
Other research segments	3,472	443	3,916	14.9	171	8.1
TOTAL	20,782	5,509	26,291	100.0	2,110	100.0

** GDECRD: gross domestic expenditure on corporate research and development.*
*** GEERD: gross external expenditure on research and development.*
**** Excluding research tax credit.*

Source: French Ministry of Education, Research and Technology.

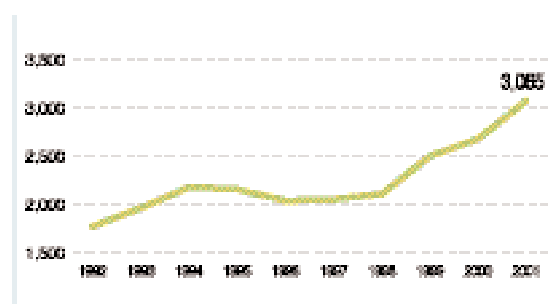
Total corporate research and development expenditure in France in 2001 in the main research segments

In € millions



Automotive industry research and development spending since 1992

In € millions



The research-related statistics office of the Ministry of Education carries out surveys on research and development (R&D) spending by companies and in the wider public sphere. The total R&D budget is broken down into domestic spending, which covers work performed in France, regardless of the origin of funding, and external spending, corresponding to work performed by other companies or public research organizations. A portion of the latter work may be performed outside France (25.7% of the €5.5 billion in 2001).
Since 1999, the leading R&D segment in France is the automotive industry. In addition, it drives others, such as plastics and electronics.

The automotive industry comprised 28,200 full-time equivalent research positions (10,300 researchers, of which 15% women) in 2001. According to the French National Industrial Property Institute (INPI), 1,300 vehicle-related patents were filed in 2002, versus 1,200 in 2001, representing 7.6% of all patents filed (compared with 7% in 2001). Renault and Peugeot Citröen Automobiles SA filed the second and third largest number of patents with INPI in 2000 and 2001.

Motor vehicle **exports**

+4%

growth in exports by French manufacturers

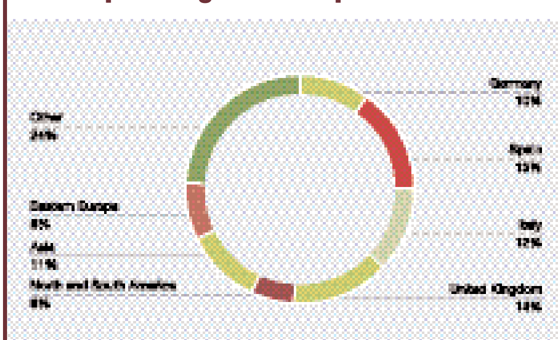
In 2003, French manufacturers exported more than 4 million vehicles for the first time, representing a 4% upswing. Twenty percent of the exports, or 810,000 vehicles, went to markets outside Europe, an increase of 95% over 1999's figure of 415,000. The nascent recovery in the Turkish and Argentinean markets lofted exports, although they remained below 1998 levels. Exports to Iran (200,000 units compared with 47,000 in 2000), China (nearly doubling to 107,000 units in relation to 2000) and Mexico (46,000 units, compared with 1,400 in 2000) enjoyed buoyant growth.

FRENCH MOTOR VEHICLE EXPORTS IN 2003

	Passenger cars				Commercial vehicles				Total exports		Change
	2002 In thousands	%	2003 In thousands	%	2002 In thousands	%	2003 In thousands	%	2002 In thousands	2003 In thousands	2003/2002 %
Europe	2,767	79.7	2,875	79.0	357	88.6	360	88.4	3,124	3,235	+4
of which:											
European Union	2,427	69.9	2,450	67.3	292	72.3	284	69.6	2,718	2,733	+1
Germany	369	10.6	380	10.4	46	11.4	40	9.7	415	419	+1
Austria	52	1.5	47	1.3	4	0.9	4	1.1	55	51	–8
Belgium-Luxembourg	171	4.9	176	4.8	21	5.3	23	5.5	192	199	+4
Spain	515	14.8	539	14.8	55	13.5	58	14.3	570	597	+5
Italy	392	11.3	446	12.3	35	8.7	30	7.2	427	476	+11
Netherlands	140	4.0	136	3.7	18	4.4	19	4.7	158	155	–2
Portugal	75	2.2	64	1.8	27	6.8	25	6.1	103	89	–14
United Kingdom	524	15.1	499	13.7	60	15.0	63	15.5	584	562	–4
Switzerland	46	1.3	44	1.2	4	1.1	5	1.1	50	49	–3
Poland	69	2.0	83	2.3	6	1.5	9	2.1	76	92	+21
Turkey	25	0.7	77	2.1	15	3.8	22	5.3	40	99	+147
North and South America	202	5.8	217	6.0	14	3.5	16	4.0	217	233	+8
of which:											
Argentina	17	0.5	31	0.9	3	0.8	5	1.1	20	36	+81
Brazil	110	3.2	105	2.9	3	0.7	3	0.8	113	108	–4
Africa	86	2.5	81	2.2	19	4.6	19	4.7	104	100	–4
Asia	334	9.6	389	10.7	8	2.0	8	2.0	342	397	+16
of which:											
China	88	2.5	107	2.9	0	0.0	0	0.0	88	107	+21
Iran	159	4.6	199	5.5	1	0.2	2	0.5	160	201	+26
Israel	26	0.7	18	0.5	1	0.2	1	0.2	27	18	–32
Japan	24	0.7	24	0.7	0	0.0	0	0.0	24	24	+3
Pacific	18	0.5	20	0.5	2	0.5	2	0.4	20	22	+6
TOTAL	3,469	100.0	3,638	100.0	403	100.0	407	100.0	3,873	4,046	+4
Change 2003/2002	+5%				+1%				+4%		

Source: CCFA.

Main passenger car export markets



Europe remained the primary export market for French vehicles. The region accounted for 79% of passenger car exports, down from 88% in 1999 following the expansion of French automobile manufacturers in Latin America and Asia. Within Europe, exports of passenger cars to Italy grew a strong 14%, while exports to Central and Eastern European countries rose to 286,000 units in 2003 (see also page 60). Europe accounted for 88% of commercial vehicle exports, up from 85% in 2000, thanks to a strong performance in Eastern Europe.
Spain, the United Kingdom, Italy and Germany were the leading markets for French makes.
The manufacturers' biggest selling passenger cars and commercial vehicles outside France were:

- **Peugeot 206: 624,743 vehicles.**
- **Renault Mégane: 555,741 vehicles.**
- **Citroën C3: 284,812 vehicles.**

French automotive foreign trade

15%

share of automotive products in French goods exports in 2003

French automotive exports and imports increased a further 2% in 2003 despite the decline in global trade for the second year in a row. The automotive manufacturing industry again reported a surplus, which grew to a record €11 billion. As in previous years, the industry led the capital goods sector (€6.6 billion) and the agri-food industry (€8.5 billion).
The new passenger car trade surplus remained stable at a high €7.5 billion, while the deficit in light commercial vehicles and heavy trucks narrowed, due primarily to a rise in exports.

In € billions	New passenger cars	New light commercial vehicles	New heavy trucks	Parts and engines	Total automotive manu-facturing	Used vehicles	Total automobile sector	Total French goods exports*	Automotive, in %
Exports (FOB)									
2002	25.5	2.0	2.1	16.6	46.3	1.3	47.6	325.5	14.6%
2003	25.7	2.2	2.2	17.1	47.3	1.4	48.7	316.4	15.4%
% change 2003/2002	+0.8	+7.5	+4.8	+3.1	+2.1	+9.1	+2.3	–2.8	
Imports (CIF)									
2002	18.0	2.5	2.7	12.5	35.7	0.6	36.3	327.4	11.1%
2003	18.2	2.4	2.6	13.1	36.3	0.6	36.9	320.5	11.5%
% change 2003/2002	+1.0	–4.8	–1.8	+4.9	+1.7	–1.1	+1.7	–2.1	
Balance									
2002	+7.5	–0.5	–0.5	+4.1	+10.6	+0.7	+11.3	–1.9	
2003	+7.5	–0.2	–0.4	+4.0	+11.0	+0.8	+11.8	–4.1	
Coverage rate **									
2002	142	81	80	133	130	211	131	99	
2003	142	91	85	131	130	233	132	99	

** Including military equipment.*
*** Exports/imports x 100.*

Source: Customs data processed by CCFA. National accounts, base 1995.

FOB (free-on-board): transaction value including freight and insurance up to the border of the exporting country.
CIF (cost, insurance, freight): transaction value including freight and insurance up to the border of the importing country.

The automotive industry's share of all goods exports has increased significantly since 1997, reaching 15.4% in 2003. Automotive industry imports accounted for 11.5% of all goods imports, compared with 9% in 1997, when there was a recession in the French new vehicle market.
The trade balance for passenger cars has improved significantly over the past seven years, from a deficit of €350 million in 1996 to healthy surpluses today. The 2003 surplus remained at €7.5 billion, thanks in part to substantially higher exports to Germany and Italy.

Light commercial vehicles posted another deficit, although the shortfall was considerably smaller at €200 million, versus €500 million in 2002. Exports were up sharply, while imports were lower, in line with the decrease in new vehicle registrations. The situation was similar in the heavy truck segment, which reduced its deficit to €400 million. After two consecutive declines, exports of parts and engines grew 3% to €17.1 billion in 2003. Imports of parts and engines rose 5% to €13.1 billion. As a result, the trade surplus contracted to €4 billion.

French automotive foreign trade

€11
BILLION
French automotive manufacturing surplus in 2003

Automotive manufacturing exports (excluding used vehicles) exceeded imports by more than €10 billion for the third consecutive year. This included a €6.8-billion surplus with other European Union countries and a €4.2-billion surplus with the rest of the world.
As in the past, surpluses exceeding €1 billion with the United Kingdom (€3.1 billion), Italy (€2.1 billion), and Belgium and Luxembourg (up €750 million to €2 billion) largely offset deficits with Germany (down €640 million to €4.1 billion), Japan and South Korea.

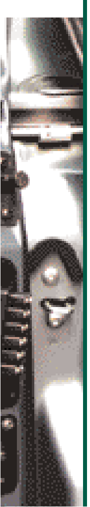
AUTOMOTIVE MANUFACTURING FOREIGN TRADE BALANCE

In € billions	1985	1990	1998*	1999	2000	2001	2002	2003
Combined	4.57	4.13	9.13	8.63	9.84	10.33	10.62	11.00
INTRA-EC (12 countries)	0.29	0.45						
INTRA-EU (15 countries)			5.68	5.70	5.80	5.89	6.67	6.82
of which:								
Germany	–1.62	–2.20	–1.69	–2.30	–3.75	–5.96	–4.77	–4.13
Austria			0.35	0.30	0.33	0.29	0.39	0.47
Belgium-Luxembourg	0.26	0.68	0.49	0.46	0.35	0.77	1.23	1.98
Denmark		0.12	0.26	0.26	0.23	0.32	0.36	0.25
Spain	–0.55	–0.14	0.21	0.79	1.55	2.08	0.86	0.94
Finland			0.16	0.15	0.17	0.17	0.20	0.23
Italy	0.59	0.13	0.72	0.61	0.58	1.15	1.96	2.09
Netherlands	0.34	0.57	0.81	1.34	1.54	1.07	1.19	0.87
Portugal	0.12	–0.12	0.38	0.47	0.50	0.54	0.48	0.26
United Kingdom	0.98	1.21	3.67	3.25	3.56	4.51	3.87	3.09
Sweden			–0.09	–0.12	0.14	0.27	0.26	0.27
OUTSIDE EC (12 countries)	4.27	3.69						
OUTSIDE EU (15 countries)			3.44	2.93	4.04	4.44	3.95	4.18
including:								
Austria	0.15	0.22						
Finland		0.10						
Norway		0.06	0.15	0.11	0.13	0.16	0.17	0.18
Poland			0.33	0.32	0.25	0.31	0.42	0.46
Czech Republic			–0.01	0.06	–0.01	0.01	–0.04	–0.01
Slovenia			0.02	0.20	0.15	0.12	–0.07	0.03
Sweden		0.05						
Switzerland	0.27	0.50	0.56	0.59	0.59	0.70	0.67	0.63
Turkey		0.17	0.28	0.18	0.55	–0.08	–0.11	0.13
Yugoslavia	0.03	0.07						
Canada	0.12	0.15	–0.01	0.03	–0.02	–0.03	–0.02	–0.02
United States	0.81	0.41	0.53	0.59	0.46	0.52	0.46	0.33
Mexico	0.00	–0.01	0.03	0.02	0.03	0.00	0.10	0.11
Argentina		0.06	0.48	0.43	0.38	0.20	0.03	0.05
Brazil		0.07	0.07	0.14	0.25	0.23	0.16	0.08
Algeria	0.56	0.47	0.26	0.24	0.29	0.40	0.46	0.50
Morocco		0.18	0.10	0.11	0.12	0.11	0.15	0.13
Nigeria		0.14	0.10	0.12	0.15	0.18	0.13	0.10
Tunisia		0.11	0.14	0.15	0.17	0.21	0.21	0.09
Saudi Arabia		0.06	0.05	0.05	0.06	0.03	0.05	0.04
China		0.05	0.15	0.15	0.09	0.09	0.11	0.13
South Korea		0.02	–0.13	–0.18	–0.22	–0.24	–0.28	–0.31
Iran		0.10	0.14	0.05	0.15	0.41	0.62	0.95
Japan	–0.43	–0.63	–0.92	–1.11	–1.04	–1.16	–1.47	–1.59
Taiwan	0.03	0.14	0.01	0.00	0.02	0.05	0.02	0.02

** French overseas departments are included in the scope of French Customs as of 1996.*

Source: Customs, CCFA.

The trade surplus with the European Union, which ranged between €5.5 billion and €6 billion between 1997 and 2001, was more than €6.7 billion for the second year in a row. Between 2002 and 2003, trade balances with Germany and Belgium improved sharply, reflecting an increase in exports and stable to declining imports. In contrast, the trade surplus with the United Kingdom was eroded by the euro's rise against the pound, although it still topped €3 billion.
Outside the European Union, the automotive manufacturing trade surplus grew €200 million to €4.2 billion. The improved trade balance with Central and Eastern European countries, CIS countries and Iran largely offset wider deficits with South Korea and Japan.



Automotive industry production and its economic impact

€23,5

BILLION

French automotive industry value added in 2002

In 2002, automotive industry production, which includes automobiles and automotive equipment, totaled €106 billion, constituting a 50% increase since 1997.
Value added represented 22% of output. Total purchases amounted to €83 billion.

ANALYSIS OF AUTOMOTIVE INDUSTRY PRODUCTION

		1980	1990	1995	2000	2001	2002*
Purchases from other industries	%	62.6	61.1	56.1	51.2	50.3	49.4
Consumer goods industries	%	2.0	2.0	1.5	1.7	1.7	1.6
of which: Apparel, leather	%	–	–	0.5	0.5	0.5	0.4
Household equipment	%	–	–	0.9	1.2	1.1	1.1
Capital goods industries	%	5.1	4.7	3.8	3.3	3.3	3.1
of which: Mechanical equipment	%	–	–	1.8	1.6	1.6	1.5
Electrical and electronic equipment	%	–	–	1.4	1.2	1.2	1.1
Ships, aircraft and railway rolling stock	%	–	–	0.6	0.5	0.5	0.5
Intermediate goods industries	%	40.4	36.7	32.9	28.7	28.0	27.1
of which: Metallurgy and metalworking	%	–	–	15.0	12.6	12.2	11.8
Chemicals, rubber, plastics	%	–	–	9.1	8.3	8.2	8.1
Electrical and electronic components	%	–	–	6.6	5.9	5.8	5.5
Mineral products	%	–	–	1.4	1.1	1.1	1.0
Textiles	%	–	–	0.8	0.7	0.7	0.7
Energy	%	2.5	1.6	1.6	1.2	1.1	1.1
of which: Electricity, gas and water supply	%	–	–	1.0	0.7	0.7	0.7
Fuels and motor fuels	%	–	–	0.6	0.5	0.4	0.4
Construction	%	0.2	0.2	0.2	0.2	0.2	0.2
Transportation	%	0.4	0.4	0.3	0.3	0.3	0.3
Financial services	%	0.6	1.1	1.1	1.7	1.6	1.7
of which: Financial intermediatione	%	–	–	0.6	1.0	1.0	1.1
Insurance and auxiliary activities	%	–	–	0.5	0.7	0.6	0.7
Real estate activities	%	0.2	0.2	0.2	0.2	0.2	0.1
of which: Property leasing	%	–	–	0.2	0.2	0.2	0.1
Corporate services	%	10.9	13.7	13.7	13.2	13.2	13.3
of which: Consultancy and support	%	–	–	5.9	5.9	5.8	5.8
Operating services	%	–	–	3.5	3.9	4.0	3.9
Research and development	%	–	–	3.9	3.1	3.1	3.2
Post and telecommunications	%	–	–	0.4	0.4	0.4	0.4
Other commercial sector industries	%	0.5	0.7	0.6	0.6	0.6	0.6
All commercial sector purchases	%	12.4	15.9	15.9	16.0	16.0	16.2
Purchases within the industry	%	37.4	38.9	43.9	48.8	49.7	50.6
TOTAL PURCHASES	In € billions	18.6	44.2	50.0	79.5	84.2	82.6
In % of production at base prices	%	75.0	76.8	78.4	80.4	79.8	77.8
VALUE ADDED BY THE INDUSTRY	In € billions	6.2	13.4	13.8	19.4	21.4	23.5
in % of production at base prices	%	25.0	23.3	21.6	19.6	20.2	22.2
TOTAL PRODUCTION AT BASE PRICES	In € billions	24.8	57.6	63.8	98.9	105.6	106.1
In % of production at base prices	%	100.0	100.0	100.0	100.0	100.0	100.0

** Data for 2002 are provisional.*

Source: INSEE – National accounts (base 1995).

For the last time, the 2002 figures are expressed using 1995 as the base year. Total industry purchases in 2002 were split evenly between purchases within the industry and purchases from other industries. Previously, the automotive industry purchased more from the other industries.

Intermediate goods accounted for 27% of purchases, including metallurgy. The metalworking industry remained the leading supplier, accounting for 12% of total purchases. The commercial sector accounted for 16% of purchases. The most requested corporate services were consultancy and support (6%), operating services (4%) and research and development (3%).

Automobile price indices

The new passenger car price index rose 1.3% in 2003, or 0.8 percentage points less than inflation.
Since 1995, prices have decreased more than 11% in real terms; French make prices have declined more (15%) than foreign make prices (6%).
Fuel prices continued to fluctuate, returning to their 2001 level.
The repair and maintenance price index (excluding parts and accessories) increased more than 4% in 2003.

+1.3%
increase in INSEE's 2003 new passenger car price index

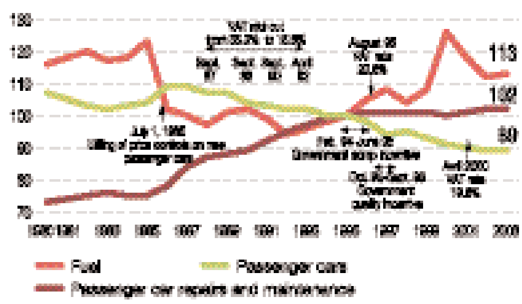
YEAR-ON-YEAR AUTOMOBILE PRICE CHANGES

	Consumer prices	New car prices	Prices of parts accessories, repairs and maintenance	Fuel prices
1985	5.8%	6.7%	6.6%	10.2%
1986	2.6%	7.4%	6.1%	–15.0%
1987	3.1%	3.3%	11.7%	1.4%
1988	2.7%	1.1%	6.1%	–0.1%
1989	3.6%	3.3%	4.6%	7.7%
1990	3.4%	0.6%	5.1%	3.8%
1991	3.2%	2.3%	5.8%	0.3%
1992	2.4%	1.3%	5.6%	–2.0%
1993	2.1%	2.3%	4.7%	3.7%
1994	1.7%	–0.1%	3.3%	3.6%
1995	1.7%	1.2%	3.2%	4.1%
1996	2.0%	–0.1%	3.4%	7.3%
1997	1.2%	–2.6%	0.9%	3.8%
1998	0.7%	1.0%	0.5%	–3.1%
1999	0.5%	–1.6%	0.8%	4.4%
2000	1.7%	–0.1%	0.8%	18.5%
2001	1.7%	0.7%	2.0%	–4.8%
2002	1.9%	1.1%	3.2%	–2.8%
2003	2.1%	1.3%	2.7%	2.4%

Source: INSEE, CCFA calculations.

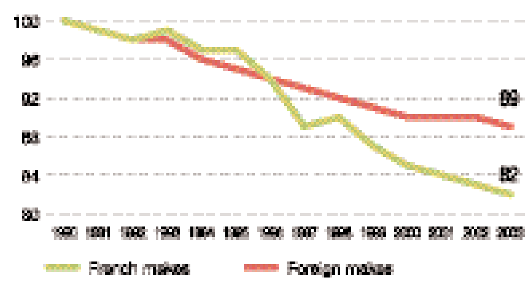
New passenger car, fuel, parts, accessories, maintenance and repair price indices, adjusted for inflation

1995 = base 100



New car price indices by make since 1990, adjusted for inflation

1990 = base 100



Source: INSEE.

The above chart shows year-on-year changes in the following indices:
- **Consumer prices.**
- **New car prices.**
- **Prices of car parts, accessories, repair and maintenance.**
- **Fuel prices.**

The new car price index compares the prices of passenger cars with similar technical characteristics, to factor out price rises resulting from quality and equipment improvements. Allowance is made for periodic rebates.
To calculate the actual change in the key components of the cost of owning a car, the indices have been adjusted to take account of changes in the consumer price index. When price controls were lifted in 1985, the cost of a new passenger car rose in real terms. Subsequently, the successive cuts in VAT rates on new passenger cars, from 33.3% to 18.6% between 1987 and 1992, led to a reduction in new car prices in real terms. Since then, car prices have continued to decline steadily in real terms due to competition and to scrap incentives between 1994 and 1996. A two-point increase in the VAT rate in August 1995 temporarily slowed the downward movement.
Actual repair and maintenance costs rose steadily after 1985, along with the increase in required technology investments and the improved qualifications of mechanics. Costs stabilized between 1996 and 2000 as declining component costs offset the increased labor costs.
The faster rise in labor costs in 2002 and 2003 hastened the growth of repair and maintenance costs.

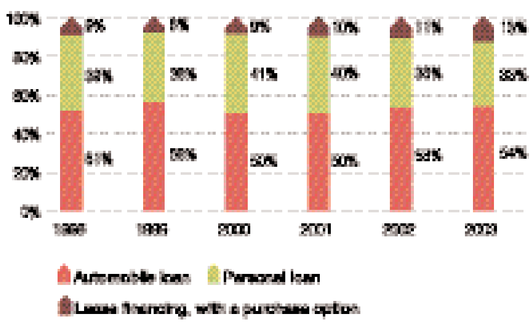
Retail financing

In 2003, 60% of new cars purchased by consumers were bought on credit, up three points from 2002. Of these, more than half were financed with automobile or conventional loans, ahead of personal loans (whose share has decreased since 2000 to 33%) and lease financing with a purchase option (13%). Automobile loans are supported by solutions combining financing, insurance, maintenance and/or support.

60%

of new cars purchased by consumers were bought on credit

Proportion of new cars purchased by consumers on credit or with lease financing



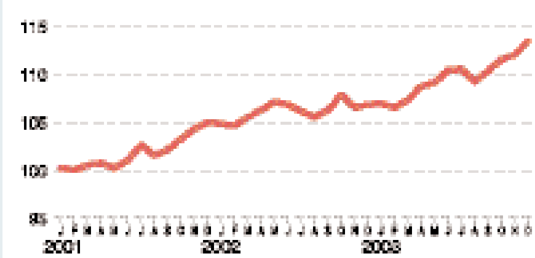
Source: ASF, CCFA.

Buyers of new and used cars have the choice of paying cash or purchasing the vehicle on credit. There are three types of financing on offer:
- **Automobile or conventional loans provided either by the finance subsidiaries of the manufacturers and importers, or by the subsidiaries of financial or banking groups, which are independent from the manufacturers.**
- **Leasing with a purchase option. The lessee has the use of the vehicle and pays rent over the term of the lease, which may be as long as 60 months, i.e. 5 years. The purchase option may be exercised during the lease period or on expiration of the lease.**
- **Personal or bank loans.**

Data obtained from a variety of sources (industry associations, registration statistics, surveys) are used to estimate the percentage of new cars purchased on credit.
After slowing down in 2002, consumer loans resumed growing, resulting in year-on-year growth of 6% at end-December 2003. Despite a drop in interest rates, the increase was smaller than in 1999-2000 due to flagging consumer confidence as a result of mounting unemployment and slower growth in purchasing power.

Loans by consumer-credit institutions

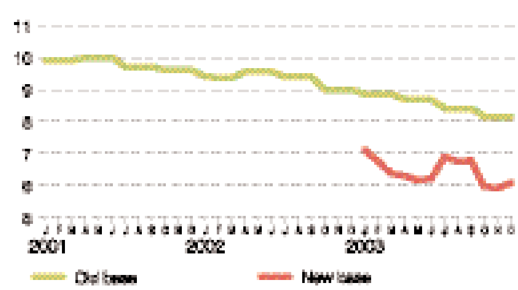
In € billions



Source: Banque de France.

Interest on loans

Interest rate in %



Source : Banque de France.

Used passenger cars

5.3 MILLION

used car registrations in 2003

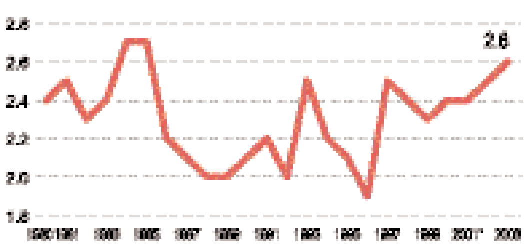
For the fourth consecutive year, used car registrations exceeded five million, reaching 5,320,000 units.
Every year, two or three used cars are purchased for every new car.
In 2003, used cars represented 18% of the passenger car fleet.
Used car purchases accounted for 59% of total purchases, versus 51% in 1991.
The average duration of ownership is just over four years.

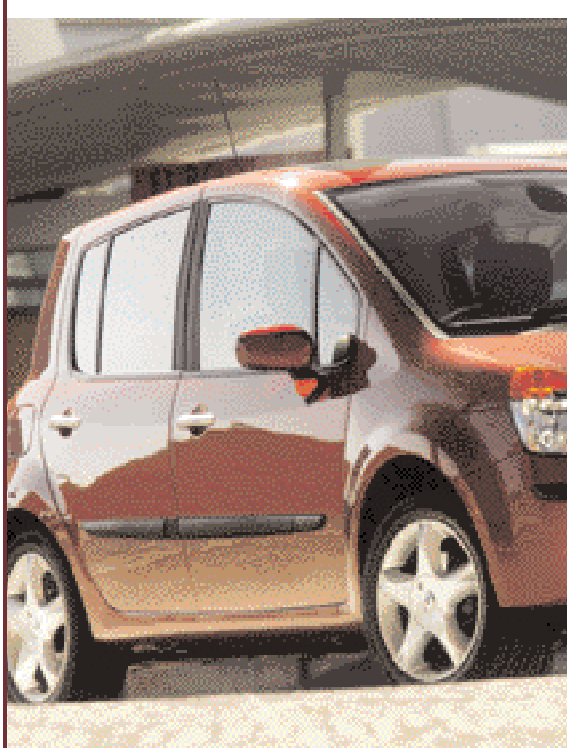
USED PASSENGER CAR REGISTRATIONS

	Units	1980	1990	1998	1999	2000	2001	2002	2003
Registrations									
New cars	thousands	1,873	2,309	1,944	2,148	2,134	2,255	2,145	2,009
Used cars	thousands	4,441	4,759	4,686	4,896	5,082	5,396	5,457	5,322
Ratio used/new		2.4	2.1	2.4	2.3	2.4	2.4	2.5	2.6
Cars less than 5 years old	% used		52	40	40	40	41	42	42
including:									
– cars less than 1 year old	% used		12	11	12	12	12	12	11
– cars less than 1 year old	% new		25	28	28	29	30	30	29
Cars more than 5 years old	% used		48	60	60	60	59	58	58

Source: CCFA.

Used/new car ratio





Passenger cars are durable goods that consumers purchase, use, maintain and eventually sell in the second-hand market.
Used cars are purchased and sold either through dealers or directly between consumers. Those less than five years old are usually sold through dealers.
Representing between four and six million transactions a year, the used car market fluctuates less than the new car market. Demand for new cars fell 6.3% to just over 2 million units in 2003, while demand for used cars only contracted 2.5% to 5.3 million units. The used/new car ratio increased by 0.1 percentage points to 2.6.
Transactions involving vehicles more than five years old rose due to the aging of the passenger car fleet and to increasing multi-car ownership in France. The share of such transactions thus increased from 48% in 1990 to 58% in 2003. Excellent levels of new car registrations between 1998 and 2002 automatically increased the percentage of cars less than five years old from 40% to 42% between 2000 and 2003.
Used cars less than one year old may be considered as new, since they are often registered by automobile dealers as demonstrator or leased vehicles and then sold in the retail market. They represented nearly 580,000 registrations, or 29% of the new car market.

Consumer spending on private vehicles

€112 BILLION

spent by consumers on automobiles and motorcycles in 2003, according to INSEE

Since 2002, the economic environment has been less conducive to consumer spending than in previous years. Total purchasing power edged up 1.2% in 2003, compared with 2% in 2002 and over 3% in 2000 and 2001. In addition, rising unemployment coupled with domestic and international uncertainties dampened consumer confidence. As a result, spending on automobiles slipped 3% to close to €34 billion. Spending on fuel and lubricants was unchanged at €27 billion, while spending on automotive insurance continued to expand, to €4.4 billion, against €3 billion in 1999.

CONSUMER SPENDING ON PRIVATE VEHICLES

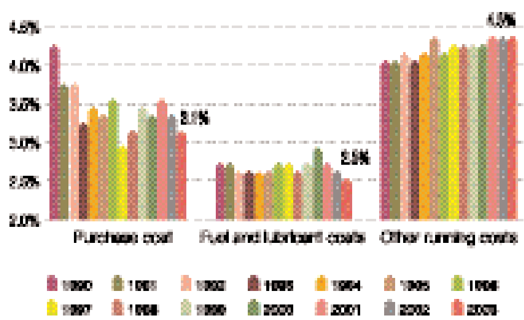
Amount and as a % of total consumer spending for the year	Unit	1990		1995		2002*		2003*		% change 2003/2002
Purchase cost	€ billion	28.6	4.2%	26.7	3.3%	35.0	3.3%	33.9	3.1%	–3.0%
– New and used cars		26.3	3.8%	24.3	3.0%	31.5	3.0%	30.2	2.8%	–3.9%
of which new cars		22.3	3.2%	19.6	2.4%	22.7	2.1%	21.2	1.9%	–6.6%
– Caravans, motorcycles, bicycles		2.4	0.3%	2.5	0.3%	3.5	0.3%	3.7	0.3%	+5.0%
Running costs	€ billion	46.4	6.7%	56.5	6.9%	72.6	6.9%	74.2	6.8%	+2.2%
– Parts and accessories		12.8	1.9%	16.8	2.0%	21.6	2.0%	22.4	2.0%	+3.7%
– Fuel and lubricants		18.8	2.7%	21.3	2.6%	27.0	2.6%	27.1	2.5%	+0.3%
– Maintenance and repairs		11.1	1.6%	13.4	1.6%	16.8	1.6%	17.1	1.6%	+2.2%
– Tolls, parking fees, rental, driving lessons		3.7	0.5%	5.1	0.6%	7.1	0.7%	7.5	0.7%	+4.9%
Insurance	€ billion	3.2	0.5%	3.2	0.4%	4.1	0.4%	4.4	0.4%	+6.9%
Total consumer spending on private vehicles		78.2	11.4%	86.4	10.5%	111.6	10.6%	112.5	10.3%	+0.7%
Public transportation	€ billion	12.3	1.8%	13.3	1.6%	19.6	1.9%	20.1	1.8%	+2.7%
TOTAL CONSUMER SPENDING FOR THE YEAR	€ billion	688	100%	823	100%	1,057	100%	1,095	100%	+3.6%
Number of households (mainland France)	thousands	21,551		22,839		24,665		24,941		+1.1%
Spending on private vehicles per household	euros	3,628		3,784		4,526		4,510		–0.4%
Spending on private vehicles per vehicle-owning household	euros	4,743		4,826		5,644		5,658		+0.3%

** Provisional data that may be readjusted over three years.*

Source: INSEE Consumer Spending, 2003 – 1995 base.

Percent of household budget allocated to owning a car, 1990 to 2003

As a % of total consumer spending

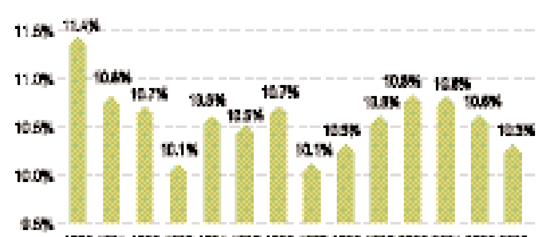


In 2003, French spending on personal transportation (primarily private vehicles) rose by 0.7% to more than €112 billion, an amount that represented 85% of all consumer spending on personal and public transportation combined.

Consumer spending on cars, relative to total consumer spending, is expressed as the percentage of household budget allocated to owning a car. Since the beginning of the 1990s, this percentage has ranged between 10% and 11.5%.

Total automobile-related expenditure

As a % of total consumer spending



Spending on car purchases tends to fluctuate widely, a fact that largely explains most of the changes in the percentage of the household budget allocated to owning a car. In 2003, the portion of the budget allocated to car purchases was 3.1%, reflecting a decline in new vehicle purchases by households.

The cost of maintaining and repairing vehicles has increased in recent years and represented 1.6% of total consumer spending in 2003.

Consumer spending on automotive insurance rose 7% to €4.4 billion, representing 0.4% of the total. This corresponds to the difference between premiums paid by consumers and claims paid out to consumers by insurers.

Car ownership

32%

proportion of households owning two or more cars

As in previous years, the proportion of households owning at least one vehicle has remained stable at 80%, while the proportion of households owning two or more cars has grown steadily, accounting for 32% of the total in 2003, compared with 26% in 1990 and 16% in 1980. Women are the main drivers of more than 40% of the car fleet.

CAR OWNERSHIP (PERCENTAGE OF HOUSEHOLDS OWNING AT LEAST ONE CAR)

In percent	1980	1985	1990	1995	2000	2003
By socio-professional category						
Farmers	87.3	92.4	95.9	98.9	91.1	92.7
Farm workers	72.6	72.4	74.7	–	–	–
Tradesmen, craftsmen, business owners	91.1	94.3	95.2	89.4	90.6	89.2
Self-employed professionals, executives	93.6	95.0	94.4	85.5	84.6	83.2
Middle management	90.2	92.4	93.3	88.7	90.8	87.1
White collar workers	75.4	75.7	78.3	75.9	77.5	77.5
Blue collar workers	80.4	85.1	87.2	89.7	88.7	88.2
Service employees	57.9	51.5	59.3	–	–	–
Other working population	91.2	84.8	90.2	–	–	–
Non-working population	39.6	48.9	54.6	65.8	70.9	71.2
of which retired persons	–	–	59.4	70.9	76.0	77.4
Based on area of residence						
Rural areas	71.7	77.8	82.1	88.6	91.1	91.4
Towns with fewer than 20,000 inhabitants	69.6	75.0	76.6	84.7	86.1	86.6
Towns with 20,000 to 100,000 inhabitants	72.3	73.9	77.3	80.0	84.2	82.9
Towns with over 100,000 inhabitants	69.5	73.5	74.2	75.1	76.6	76.2
Greater Paris	69.3	71.7	77.0	60.8	60.4	60.4
Paris intra-muros	48.8	48.5	47.3	–	–	–
Based on location of residence						
Town center	–	–	–	67.6	69.4	67.1
Suburb	–	–	–	79.3	80.5	80.2
Semi-rural area	–	–	–	88.5	89.8	90.1
Rural area	–	–	–	85.3	90.4	88.3
Age of household head						
Under 25	–	–	–	51.2	49.3	45.2
25-34	–	–	–	85.1	82.4	79.7
35-44	–	–	–	86.7	86.3	86.6
45-54	–	–	–	87.5	87.4	85.3
55-64	–	–	–	84.9	87.0	86.6
Over 65	–	–	–	61.9	69.0	70.1
COMBINED TOTAL	69.3	73.4	76.5	78.4	80.3	79.7
Vehicles of which women are the main drivers	–	–	–	–	40.4	40.8

Source: INSEE up to 1993, Sofres as of 1994.

The car ownership rate is expressed as a percentage of households that own at least one vehicle. Car ownership is largely dependent on the household's revenues, the age of the head of the household, the socio-professional category, where they live and the number of people in the household.

Car ownership is very high among households in rural and semi-rural areas, i.e. rural areas located close to towns.
The rate of car ownership among older households is increasing.
Rural households and households in cities with a population of fewer than 20,000 people are more likely to own two or more vehicles.

Personal vehicles in use

78%

AND

62%

percentage of vehicles used daily–or near daily–for commuting and percentage of vehicles used for travel to and from work

More than two-thirds of the private vehicle fleet are French makes. Just under half are fueled by unleaded gasoline and close to 45% are diesel powered. The average number of kilometers on the odometer continued to rise, reaching nearly 97,000 kilometers, i.e. 27,000 kilometers more than in 1990.

VEHICLE FLEET (OWNED, LEASED OR LOANED)

	Unit	1980	1990	1995	2000	2003
Total fleet	millions	16.7	23.0	25.1	27.4	29.1
Average vehicle age	years	5.8	5.8	6.6	7.3	7.4
Breakdown by make						
Renault	%	36.2	33.3	33.3	33.3	32.8
PSA Peugeot Citroën (including Talbot)	%	47.1	38.3	36.2	35.2	34.7
Foreign makes	%	16.7	28.4	30.5	31.4	32.5
Breakdown by power category for tax purposes						
2-3 hp*	%	12.3	3.4	1.6	0.7	–
4-5 hp	%	23.2	38.4	38.9	40.5	41.9
6-7 hp	%	47.0	47.1	48.6	50.0	49.3
8 hp and above	%	17.5	12.8	10.9	8.8	8.8
Breakdown by vehicle range						
Low range	%	–	39.4	43.4	45.1	44.5
Low-mid range	%	–	20.8	24.3	27.3	30.3
High-mid range	%	–	26.0	22.2	19.9	17.7
Premium range	%	–	8.7	7.0	7.0	6.6
Other	%	–	5.1	3.2	0.8	0.9
Percentage of vehicles purchased new	%	55.7	50.4	45.2	43.9	41.1
Breakdown by type of fuel used						
Premium unleaded	%	–	15.5	38.4	49.1	48.4
Premium leaded – AVSR (anti-valve seat recession additive)	%	–	62.9	28.8	11.9	6.5
Regular	%	–	4.1	1.3	–	–
LPG	%	–	0.1	0.0	0.7	0.5
Diesel	%	–	17.4	30.9	38.1	44.6
Average kilometers on odometer	km	–	69,500	84,080	93,140	96,680
Percentage of vehicles used on daily or near-daily basis	%	–	75.1	77.4	78.7	78.1
Percentage of vehicles used for travel to and from work	%	–	55.4	54.3	55.1	61.5

** Starting in 2003, 2 to 3 hp vehicles are included in the 4 to 5 hp category.*

Source: Sofres survey data processed by CCFA and Inrets.

An annual Sofres survey gives a clear picture of the cars owned or available to households in France. Most of these vehicles are passenger cars, but light commercial vehicles account for about 5% of the total fleet and their numbers are still increasing.
After rising throughout the 1990s, the average age of a vehicle has tended to stabilize over the past four years at over seven years.

The most common power ratings were in the 4 to 7 hp categories. Low and low-mid range cars have become more popular in recent years, to the detriment of premium range models, representing respectively 45% and 30% of the total fleet in 2003.

Automobile traffic

89%

of inland transportation takes place by road

79%

of inland ground transportation of goods takes place by road haulage

After 2000 and 2001, which were disrupted by a steep increase in fuel prices, the slowdown in economic growth since 2002, coupled with ongoing high fuel prices, resulted in a mild 0.8% increase in automobile traffic in 2003, versus the higher long-term trend of 2%.
The average number of kilometers covered per year by passenger cars was down for the second year in a row, falling to the 2000 level of 13,800 kilometers.
Owing to the limited increase in automobile traffic and the reduction in consumption per vehicle, road vehicle fuel consumption declined in 2003.

TRAFFIC STATISTICS

							% change	% average annual change	
	Unit	1980	1990	2001	2002	2003	2003/1980	2003/1980	2003/2002
Annual average no. of vehicles	thousands of vehicles	21,791	28,109	34,205	34,871	35,386	+62	+2.1	+1.5
Passenger cars		18,603	23,280	28,380	28,930	29,360	+58	+2.0	+1.5
of which: gasoline		17,793	19,760	17,946	17,575	17,085	–4	–0.2	–2.8
diesel		810	3,520	10,435	11,356	12,276	+1,416	+12.5	+8.1
Light commercial vehicles (LCV)		2,650	4,223	5,191	5,305	5,390	+103	+3.1	+1.6
of which: gasoline		1,994	2,279	1,240	1,178	1,117	–44	–2.5	–5.2
diesel		656	1,944	3,951	4,127	4,273	+551	+8.5	+3.5
Heavy trucks (> 5t)		481	538	554	555	555	+15	+0.6	0.0
Coaches and buses		57	69	80	81	82	+43	+1.6	+0.6
Average kilometers per year	thousands of km								
Passenger cars		12.8	13.6	14.0	13.9	13.8	+8	+0.3	–0.8
of which: gasoline		12.2	12.1	11.0	10.9	10.7	–12	–0.6	–1.6
diesel		25.8	22.2	19.2	18.5	18.0	–30	–1.5	–2.6
Light commercial vehicles (LCV)		14.5	15.9	16.0	16.2	16.3	+13	+0.5	+0.9
of which: gasoline		12.4	11.6	8.4	8.4	8.3	–33	–1.7	–0.6
diesel		20.1	20.6	18.4	18.4	18.4	–8	–0.4	0.0
Heavy trucks (> 5t)		35.6	36.2	48.5	48.7	47.6	+34	+1.3	–2.3
Coaches and buses		31.6	31.0	29.4	29.3	29.5	–7	–0.3	+0.7
Consumption per vehicle	liters/100 km								
Passenger cars: gasoline		9.40	8.70	8.03	7.95	7.81	–17	–0.8	–1.7
Passenger cars: diesel		8.60	6.90	6.60	6.58	6.54	–24	–1.2	–0.6
LCV: gasoline		10.00	9.20	9.51	9.41	9.25	–8	–0.3	–1.7
LCV: diesel		12.40	10.50	9.67	9.63	9.57	–23	–1.1	–0.6
Heavy trucks: diesel		34.90	34.40	37.50	37.05	36.72	+5	+0.2	–0.9
Buses and coaches: diesel		40.00	42.70	32.60	32.01	31.88	–20	–1.0	–0.4
Fuel consumption (all road transportation)	millions of liters								
Gasoline		24,696	25,292	18,596	17,900	16,874	–32	–1.6	–5.7
Diesel		11,532	19,438	33,904	34,779	35,328	+206	+5.0	+1.6
TOTAL TRAFFIC	billions of veh./km	320	436	545	553	557	+74	+2.4	+0.8
of which: passenger cars and light commercial vehicles		290	403	481	487	492	+70	+2.3	+1.0
ROAD TRAFFIC									
Passenger car users	billions of pass./km	452.5	585.6	727.6	733.5	738.6	+63	+2.2	+0.7
Coach and bus users	billions of pass./km	36.0	41.3	41.3	42.2	42.6	+18	+0.7	+0.9
Goods transportation	billions of t/km	116.8	193.9	273.7	276.6	279.5	+139	+3.9	+1.0

Source: Transportation Accounts, INSEE DAEI/SES.

Automobile traffic is estimated by comparing vehicle counts on national, regional, local and urban roads with the average number of kilometers covered per year by the vehicles in use and fuel consumption data.
In 2003, the number of vehicles on the road rose by 1.5%. The percentage of light vehicles with diesel engines further increased, to close to 48%.
Road vehicle fuel consumption dipped 0.9%, compared with a gain of 0.3% in 2002. The increase in the number of vehicles on the road was offset by a decline in average unit consumption–due to changes in driving behavior and auto improvements–and in the average number of kilometers driven per year.
According to the *Observatoire de l'Energie*, energy consumption for road transportation was 43 million tons of oil equivalent in 2003, or less than 16% of total primary energy consumption in France.

Vehicle sales and repairs

€129

BILLION

2003 French motor vehicle revenue, including VAT, according to INSEE

In France, motor vehicles are sold through dealership networks totaling 19,000 outlets, including more than 12,000 for French makes. Motor vehicle sales generated revenue of €129 billion in 2003, a 2.5% decrease that reflects fewer new vehicle registrations.

VEHICLE SALE AND REPAIR REVENUES IN € BILLIONS, INCLUDING VAT

Activity	1998	1999	2000	2001	2002	2003	2003/2002 change
Automobile sales*	92.1	114.6	121.7	129.9	132.6	129.3	–2.5%
Automobile maintenance and repairs	13.6	14.4	14.9	15.4	16.2	16.3	0.9%
Retail automotive equipment sales	4.1	4.6	4.6	4.8	4.9	4.9	–0.6%
Motorcycle sales and repairs	4.0	4.4	4.8	5.0	4.9	4.9	0.1%
Retail fuel sales	5.5	5.7	6.3	6.5	6.5	6.5	0.6%
TOTAL	119.4	143.7	152.4	161.6	165.1	161.9	–1.9%

** The increase in motor vehicle sales can be attributed largely to restructuring in 1999.*

Source: INSEE – Trade accounts: the results for 2002 and 2003 are provisional.

VEHICLE SALES NETWORKS IN FRANCE

Make	Primary dealerships	Secondary dealerships (agents)
Light vehicles at January 1, 2003		
Renault	732	5,470
Peugeot	478	2,944
Citroën	457	2,192
French makes	1,667	10,606
Ford	350	490
Opel*	318	287
Fiat	258	591
Volkswagen	384	209
BMW	184	31
Mercedes-Benz	158	45
Japanese makes*	1,185	215
South Korean makes*,**	234	43
Other makes*	1,622	504
TOTAL	6,360	13,021

** Including prior-year estimates.*

***Excluding GM Daewoo, which is included in other makes.*

Make	Primary dealerships	Secondary dealerships (agents)
Heavy trucks at July 1, 2001		
Renault Trucks	238	183
Mercedes-Benz	118	72
Iveco	127	115
Volvo	94	71
Other	158	171
TOTAL	735	612

Source: CNPA.

Cars require special care throughout their service life. This care includes continuous supervision whenever and wherever necessary with optimum servicing and, as necessary, repairs to maintain the vehicle's initial qualities. Vehicle manufacturers and official dealers thus work closely to provide maintenance and repairs. They also cooperate to ensure warranty service, driver safety, environmental protection, spare parts availability and information about technical improvements.
To ensure a link between sales and customer support, dealer networks are based on carefully selecting distributors and repair specialists capable of meeting make and product requirements. They include:
- **A primary network consisting of dealers owned by the automotive manufacturers and importers (subsidiaries and branches) or of dealers under contract (dealerships).**
- **A secondary network consisting of dealers that have an agency contract with a primary network dealer for a specific make.**

Automotive OEMs and suppliers

No.1

the French automotive industry is the largest customer of several major industrial sectors, such as plastics, industrial rubber and industrial metalworking services

French automobile manufacturing stimulates the growth of suppliers and the French economy as a whole. The industry drives the OEM and supplier sectors, such as plastics, industrial rubber, casting and industrial metalworking services. The French automobile manufacturing sector ranks fourth in the world and second in Europe, as does the French OEM industry in the broad sense.

JOBS CREATED BY AUTOMOBILE MANUFACTURING IN SUPPLIER SECTORS

Activity	Workforce (including temporary workers)
Industrial metalworking services	65,000
Bearings	6,000
Casting	20,000
Rubber	17,000
Plastics	42,000
OEMS	130,000
Tires	27,000
Glass	3,000
Other (batteries, radios)	5,000
TOTAL	315,000

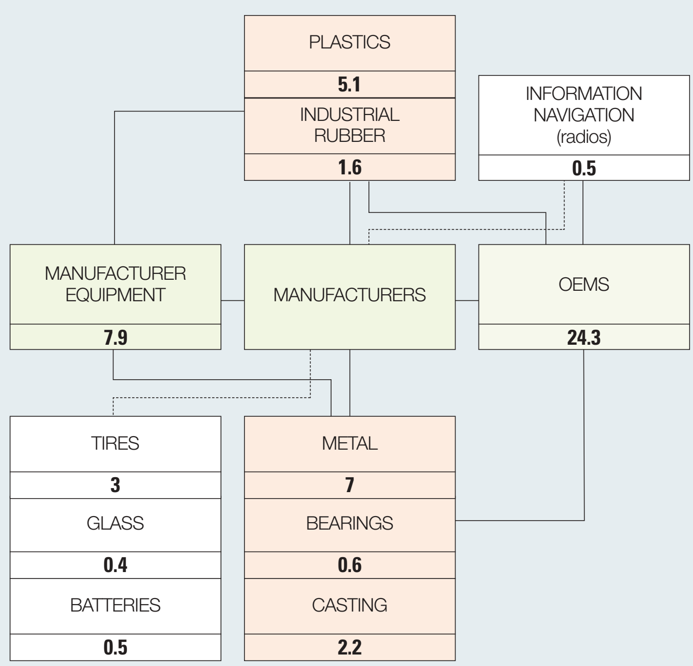
Source: SESSI, 2002.

A variety of participants of different size, business and rank contribute to automobile manufacturing. A wide array of partnership solutions are also deployed, as shown by studies conducted by the Service des Etudes et des Statistiques Industrielles (SESSI) on the automotive supplier chain. The automotive industry comprises automobile manufacturing and suppliers.
In recent years, outsourcing has meant increasing reliance on suppliers whose services represent a large and growing proportion of the total cost of vehicle manufacture.
According to SESSI, the French automotive industry, which leverages the French industrial base, made purchases of more than €53 billion from its suppliers in France. It accounts for close to 64% of the engineered plastics parts business, 29% of industrial rubber markets, more than half of the casting business, and 47% of billings by industrial metalworking services, which include cutting, stamping, industrial mechanics, machining, forging, drop forging, die forging, and metal coatings. When expressed in jobs, these purchases highlight the automotive industry's significant contribution to the French economy.

FRENCH SUPPLIER CHAIN ACCORDING TO SESSI

Invoicing totaled €53.1 billion in 2002

Any equipment system project involves a variety of participants of different size, business and rank, from design to assembly.



Source: SESSI, 2002.

Employment

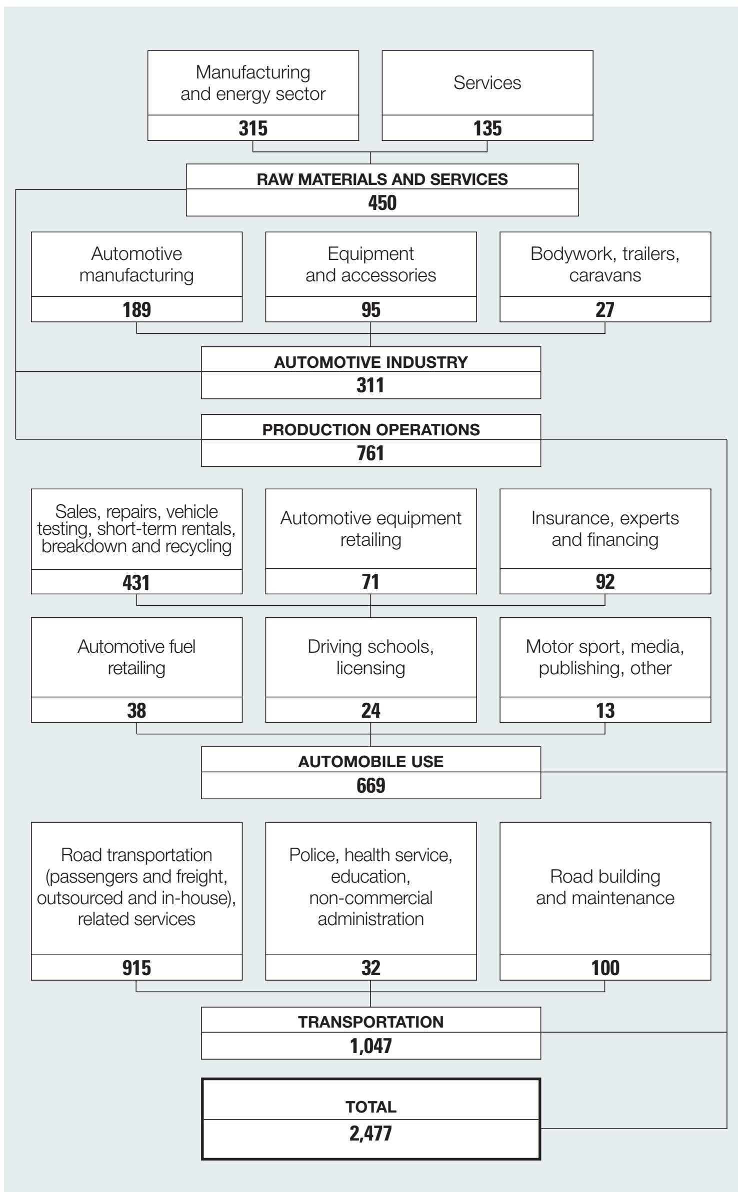
10%

of French people in employment work in the automotive industry (direct and indirect jobs)

In the broadest sense, automobiles provided work for close to 2.5 million people, representing 10% of French people in employment, in 2003. The automotive industry alone directly employed 311,000 people, representing close to 10% of all employment in the manufacturing and energy sector.

JOBS RELATED DIRECTLY OR INDIRECTLY TO THE AUTOMOBILE IN 2003

In thousand employees



Source: CCFA, CNPA, SESSI, INSEE, SES, URF and USIRF.

The driving force behind industrial output in France over the past several years, the automotive industry and its suppliers directly and indirectly employed 760,000 people.
Vehicle usage provided jobs for nearly 670,000 people, particularly in the areas of vehicle-related services (sales, repairs, automotive equipment retailing), fuel and recycling (oil recovery and car breakers).
The road transportation (passengers and freight) sector and its related infrastructure employed more than 1 million people. These jobs cover both outsourced and in-house transportation operations.
In the past, most jobs in the automotive industry (including automotive equipment) were located in the Greater Paris area. The industry has since become more decentralized, but one-sixth of employees are still based in the Paris region.
The other main automotive regions are Nord-Pas-de-Calais (12%), Franche-Comté (11%), Upper and Lower Normandy (10%), Rhône-Alpes (9%), and Alsace and Lorraine (more than 7.5% each).

2004 Edition

Statistics
The French automotive industry

Comité des Constructeurs Français d'Automobiles

Production

Each country's production figures are based on nationally reported data.
Double counting is eliminated in regional totals.

PASSENGER CAR PRODUCTION BY COUNTRY

In units	1980	1990	1998	1999	2000	2001 (2)	2002	2003
EUROPE	**11,983,548**	**15,231,409**	**16,932,000**	**17,291,383**	**17,407,047**	**17,373,368**	**17,237,095**	**17,244,063**
WESTERN EUROPE	10,401,320	13,061,853	14,522,000	14,843,671	14,778,879	14,938,604	14,741,442	14,602,273
Germany	3,520,934	4,660,657	5,348,115	5,309,524	5,131,918	5,301,189	5,123,238	5,145,403
Belgium	882,001	1,160,412	951,196	917,513	912,233	1,058,656	936,903	791,703
Spain	1,028,813	1,679,301	2,216,571	2,281,617	2,366,359	2,211,172	2,266,902	2,399,238
France (1)	**2,938,581**	**3,294,815**	**2,603,021**	**2,784,469**	**2,879,810**	**3,181,549**	**3,292,797**	**3,220,329**
Italy	1,445,221	1,874,672	1,402,382	1,410,459	1,422,284	1,271,780	1,125,769	1,026,454
Netherlands	80,779	121,300	242,989	262,242	215,085	189,261	182,368	163,080
Portugal	61,000	60,221	181,388	186,996	178,509	177,357	182,573	165,576
United Kingdom	923,744	1,295,611	1,748,277	1,786,624	1,641,452	1,492,365	1,629,934	1,657,558
Sweden	235,320	335,853	368,305	213,895	259,959	251,035	237,975	280,394
CENTRAL AND EASTERN EUROPE	**1,582,228**	**2,002,000**	**2,170,000**	**2,225,671**	**2,330,692**	**2,259,421**	**2,291,455**	**2,347,674**
Turkey	31,529	167,556	239,937	222,041	297,476	175,343	204,198	294,116
NORTH AND SOUTH AMERICA	**8,663,060**	**8,450,862**	**9,520,000**	**9,613,018**	**10,022,089**	**8,876,330**	**9,019,507**	**8,272,618**
NAFTA	7,526,658	7,747,823	8,027,000	8,258,037	8,371,806	7,154,687	7,347,916	6,629,991
of which: Canada	846,777	1,072,281	1,122,287	1,626,316	1,550,500	1,274,853	1,369,042	1,339,607
United States	6,376,825	6,077,449	5,554,390	5,637,949	5,542,217	4,879,119	5,018,777	4,509,565
Mexico	303,056	598,093	952,909	993,772	1,279,089	1,000,715	960,097	780,819
SOUTH AMERICA	1,136,402	703,039	1,493,000	1,354,981	1,650,283	1,721,643	1,671,591	1,642,627
of which: Argentina	218,516	81,107	353,068	224,733	238,921	169,580	111,340	109,784
Brazil	977,697	663,097	1,244,463	1,107,751	1,351,998	1,501,586	1,520,285	1,504,998
ASIA-PACIFIC	**8,796,971**	**11,910,333**	**11,271,000**	**12,637,268**	**13,573,073**	**13,325,542**	**14,852,099**	**16,227,926**
of which: South Korea	55,000	986,751	1,625,125	2,361,735	2,602,008	2,471,444	2,651,273	2,767,716
India	30,538	176,015	384,139	533,149	517,957	654,557	703,948	906,851
Japan	7,038,108	9,947,972	8,055,763	8,100,169	8,359,434	8,117,563	8,618,354	8,478,328
AFRICA	**277,058**	**209,603**	**202,000**	**218,178**	**213,444**	**250,648**	**249,693**	**267,344**
of which: South Africa	277,058	209,603	177,212	214,694	230,577	270,538	276,499	291,249
TOTAL	**29,720,637**	**35,802,207**	**37,925,000**	**39,759,847**	**41,215,653**	**39,825,888**	**41,358,394**	**42,011,951**

COMMERCIAL VEHICLE PRODUCTION BY COUNTRY

In units	1980	1990	1998	1999	2000	2001 (2)	2002	2003
EUROPE	**2,563,596**	**2,688,509**	**2,520,000**	**2,479,814**	**2,783,468**	**2,670,196**	**2,585,346**	**2,760,864**
WESTERN EUROPE	1,663,080	1,671,915	2,091,000	2,085,240	2,326,653	2,280,328	2,129,663	2,179,433
Germany	357,619	315,895	378,673	378,168	394,697	390,488	346,071	361,226
Belgium	47,029	91,784	113,958	99,548	121,061	128,601	120,286	112,680
Spain	152,846	374,049	609,492	570,772	666,515	638,716	588,337	630,452
France	**439,852**	**474,178**	**351,139**	**395,724**	**468,551**	**446,869**	**409,073**	**399,727**
Italy	166,635	246,178	290,355	290,797	316,031	307,916	301,312	295,177
Netherlands	32,102	29,832	27,692	44,978	52,234	49,682	48,923	55,801
Portugal	58,000	77,466	89,642	65,294	68,215	62,362	68,259	73,785
United Kingdom	389,170	270,133	232,793	186,895	172,442	192,873	193,084	188,871
Sweden	63,080	74,415	114,456	36,847	41,384	38,112	38,218	42,638
CENTRAL AND EASTERN EUROPE	**900,516**	**975,000**	**325,000**	**318,693**	**323,203**	**294,526**	**313,316**	**341,875**
Turkey	19,352	41,594	103,947	75,821	133,471	95,342	142,367	239,556
NORTH AND SOUTH AMERICA	**2,599,948**	**5,032,605**	**8,380,000**	**9,702,316**	**9,761,798**	**9,037,355**	**9,698,189**	**9,973,871**
NAFTA	2,349,318	4,775,818	7,981,000	9,375,679	9,325,214	8,643,752	9,365,773	9,579,773
of which: Canada	527,522	850,566	1,050,375	1,432,497	1,411,136	1,257,889	1,260,395	1,206,517
United States	1,634,846	3,702,787	6,451,689	7,387,029	7,257,640	6,545,570	7,260,805	7,568,161
Mexico	186,950	222,465	499,938	556,153	656,438	840,293	844,573	805,095
SOUTH AMERICA	250,630	256,787	399,000	326,637	436,584	393,603	332,416	394,098
of which: Argentina	63,153	5,337	104,851	80,076	100,711	65,978	48,061	59,838
Brazil	187,477	251,450	328,666	243,077	329,519	315,651	271,245	322,040
ASIA-PACIFIC	**4,344,363**	**4,492,406**	**4,037,000**	**4,233,632**	**4,497,938**	**4,628,880**	**5,223,951**	**5,743,506**
of which: South Korea	65,012	334,879	329,369	481,379	512,990	474,885	496,311	410,154
India	83,379	186,640	129,280	285,044	283,403	160,054	190,848	253,674
Japan	4,004,776	3,538,824	1,994,029	1,795,307	1,781,362	1,659,628	1,638,961	1,807,990
AFRICA	**127,698**	**125,174**	**125,000**	**83,283**	**115,305**	**142,606**	**128,438**	**128,408**
of which: South Africa	127,698	125,174	109,155	102,673	126,787	136,498	127,942	130,086
TOTAL	**9,675,970**	**12,399,000**	**15,062,000**	**16,499,045**	**17,158,509**	**16,479,037**	**17,635,924**	**18,606,649**

(1) As of 1996, figures are based on the number of vehicles assembled in France by French manufacturers.
(2) As of 2001, some passenger cars were reclassified as commercial vehicles.

Source: CCFA, OICA.

Production

WORLD PRODUCTION BY MANUFACTURER AND ECONOMIC AREA, 2003

In thousands Economic area/manufacturer	North America (NAFTA)	South America	European Union	Other Europe and Turkey	Japan	South Korea	Other Asia, Pacific and Africa	TOTAL
European manufacturers	3,204	1,086	11,677	1,336	0	118	1,225	18,646
BMW	167		901				51	1,119
Fiat-Iveco		362	1,272	335			109	2,078
Irisbus			4	2			5	10
MAN			60	1				61
DaimlerChrysler	2,697	52	1,431	7			51	4,238
Porsche			81					81
PSA Peugeot Citroën		73	2,906	8			323	3,310
Renault-Dacia-Samsung	15	92	1,836	322		118	2	2,386
MG Rover			134					134
Scania	0	9	42	0				51
Volkswagen	287	491	2,901	660			685	5,024
Volvo	37	6	110	0				154
American manufacturers	9,367	816	3,828	191	0	0	597	14,799
Ford	3,808	259	2,124	115			220	6,526
General Motors	5,450	557	1,652	77			377	8,112
Navistar	66							66
Paccar	42		52					94
Japanese manufacturers	3,815	129	1,150	182	10,152	10	3,269	18,708
Daihatsu			8		641		248	897
Fuji Heavy (Subaru)	92				450		3	545
Hino					83			83
Honda	1,191	39	184	12	1,171		325	2,923
Isuzu	29	9		3	245		207	492
Mazda	76	5			801	10	261	1,153
Mitsubishi	170	12	78		749		573	1,582
Nissan	831		444		1,472		196	2,942
Nissan Diesel					39			39
Suzuki-Maruti	51		22	89	981		668	1,811
Toyota	1,375	65	414	78	3,520		788	6,241
South Korean manufacturers	0	7	0	101	0	3,051	219	3,377
GM Daewoo		0		55		401	64	521
Hyundai-Kia		7		45		2,499	147	2,697
Ssangyong		0				152	8	159
ALL MANUFACTURERS	**16,210**	**2,037**	**16,782**	**3,223**	**10,286**	**3,178**	**8,903**	**60,619**

As a % of total production

Economic area/manufacturer	North America (NAFTA)	South America	European Union	Other Europe and Turkey	Japan	South Korea	Other Asia, Pacific and Africa	TOTAL
European manufacturers	17%	6%	63%	7%	0%	1%	7%	100%
BMW	15%		81%				5%	100%
Fiat-Iveco		17%	61%	16%			5%	100%
Irisbus			39%	16%			44%	100%
MAN			98%	2%				100%
DaimlerChrysler	64%	1%	34%	0%			1%	100%
Porsche			100%					100%
PSA Peugeot Citroën		2%	88%	0%			10%	100%
Renault-Dacia-Samsung	1%	4%	77%	14%		5%	0%	100%
MG Rover			100%					100%
Scania	1%	18%	81%	0%				100%
Volkswagen	6%	10%	58%	13%			14%	100%
Volvo	24%	4%	72%	0%				100%
American manufacturers	63%	6%	26%	1%	0%	0%	4%	100%
Ford	58%	4%	33%	2%			3%	100%
General Motors	67%	7%	20%	1%			5%	100%
Navistar	100%							100%
Paccar	45%		55%					100%
Japanese manufacturers	20%	1%	6%	1%	54%	0%	17%	100%
Daihatsu			1%		71%		28%	100%
Fuji Heavy (Subaru)	17 %				83%		0%	100%
Hino					100%			100%
Honda	41%	1%	6%	0%	40%		11%	100%
Isuzu	6%	2%		1%	50%		42%	100%
Mazda	7%	0%			70%	1%	23%	100%
Mitsubishi	11%	1%	5%		47%		36%	100%
Nissan	28%		15%		50%		7%	100%
Nissan Diesel					100%			100%
Suzuki-Maruti	3%		1%	5%	54%		37%	100%
Toyota	22%	1%	7%	1%	56%		13%	100%
South Korean manufacturers	0%	0%	0%	3%	0%	90%	6%	100%
GM Daewoo		0%		11%		77%	12%	100%
Hyundai-Kia		0%		2%		93%	5%	100%
Ssangyong		0%				95%	5%	100%
ALL MANUFACTURERS	**27%**	**3%**	**28%**	**5%**	**17%**	**5%**	**15%**	**100%**

Source: CCFA, OICA

Exports

PASSENGER CAR EXPORTS

In units	1980	1990	1998	1999	2000	2001	2002	2003
Germany	1,873,494	2,597,722	3,269,367	3,438,019	3,455,101	3,639,892	3,623 305	3,665,770
Spain	470,170	1,066,009	1,742,234	1,842,027	1,951,932	1,791,265	1,823 675	1,959,329
France (1)	**1,529,652**	**1,881,998**	**2,761,502**	**2,890,368**	**3,174,447**	**3,294,668**	**3,469 381**	**3,638,205**
Italy	511,239	742,597	609,012	595,689	694,768	596,163	539 610	502,245
United Kingdom	358,705	405,769	1,020,727	1,138,477	1,051,718	894,924	1,046 808	1,143,760
Sweden	188,685	276,255	315,209	318,411	333,142	469,695	442 547	465,787
Czech Republic	84,824	64,066	286,502	288,709	336,649	375,862	370 504	377,263
Brazil	115,482	120,377	279,388	204,024	282,545	321,490	369 925	440,345
United States and Canada (2)	107,229	147,852	898,636	905,410	1,130,095	1,189,234	1,326 300	1,277,847
Mexico	13,633	249,921	590,648	673,682	931,211	862,516	763 245	614,752
South Korea	14,655	339,672	1,228,144	1,390,072	1,544,473	1,397,015	1,413 723	1,720,124
Japan	3,947,160	4,482,274	3,684,150	3,757,460	3,795,852	3,568,797	4,012 371	4,080,494
TOTAL WORLD	**10,150,000**	**13,699,769**	**18,546,925**	**19,402,205**	**20,884,907**	**20,846,648**	**21,468 513**	**22,127,301**

EXPORTS AS A PERCENTAGE OF WORLD EXPORTS

	1980	1990	1998	1999	2000	2001	2002	2003
Germany	18%	19%	18%	18%	17%	17%	17%	17%
Spain	5%	8%	9%	9%	9%	9%	8%	9%
France (1)	**15%**	**14%**	**15%**	**15%**	**15%**	**16%**	**16%**	**16%**
Italy	5%	5%	3%	3%	3%	3%	3%	2%
United Kingdom	4%	3%	6%	6%	5%	4%	5%	5%
Sweden	2%	2%	2%	2%	2%	2%	2%	2%
Czech Republic	1%	0%	2%	1%	2%	2%	2%	2%
Brazil	1%	1%	2%	1%	1%	2%	2%	2%
United States and Canada (2)	1%	1%	5%	5%	5%	6%	6%	6%
Mexico	0%	2%	3%	3%	4%	4%	4%	3%
South Korea	0%	2%	7%	7%	7%	7%	7%	8%
Japan	39%	33%	20%	19%	18%	17%	19%	18%
TOTAL WORLD	**100%**	**100%**	**100%**	**100%**	**100%**	**100%**	**100%**	**100%**

COMMERCIAL VEHICLE EXPORTS

In units	1980	1990	1998	1999	2000	2001	2002	2003
Germany	210,760	167,923	241,538	237,737	267,682	275,933	251,833	270,172
Spain	45,515	186,611	494,270	469,375	551,992	545,325	503,524	535,439
France (1)	**178,126**	**213,502**	**361,289**	**365,253**	**444,516**	**440,037**	**403,161**	**407,440**
Italy	80,387	158,282	203,378	202,240	216,800	217,562	194,085	201,387
United Kingdom	156,270	95,553	102,841	74,922	76,181	96,873	114,232	102,917
Sweden	53,052	67,253	110,733	107,739	120,378	105,661	103,760	99,560
Czech Republic	27,302	17,958	29,394	23,117	20,970	6,876	3,716	3,724
Brazil	41,603	66,934	105,285	70,383	87,850	69,364	54,490	94,400
United States and Canada (2)	110,744	80,552	349,178	313,840	338,629	274,484	334,631	333,533
Mexico	4,612	26,016	386,325	403,739	501,787	541,199	570,010	579,967
South Korea	10,775	7,428	134,020	119,588	131,969	104,198	95,823	94,814
Japan	2,019,801	1,349,281	844,725	651,493	659,033	597,372	685,815	675,845
TOTAL WORLD	**3,000,000**	**2,488,453**	**3,711,863**	**3,371,471**	**3,798,686**	**3,951,522**	**3,744,542**	**3,891,098**

EXPORTS AS A PERCENTAGE OF WORLD EXPORTS

	1980	1990	1998	1999	2000	2001	2002	2003
Germany	7%	7%	7%	7%	7%	7%	7%	7%
Spain	2%	7%	13%	14%	15%	14%	13%	14%
France (1)	**6%**	**9%**	**10%**	**11%**	**12%**	**11%**	**11%**	**10%**
Italy	3%	6%	5%	6%	6%	6%	5%	5%
United Kingdom	5%	4%	3%	2%	2%	2%	3%	3%
Sweden	2%	3%	3%	3%	3%	3%	3%	3%
Czech Republic	1%	1%	1%	1%	1%	0%	0%	0%
Brazil	1%	3%	3%	2%	2%	2%	1%	2%
United States and Canada (2)	4%	3%	9%	9%	9%	7%	9%	9%
Mexico	0%	1%	10%	12%	13%	14%	15%	15%
South Korea	0%	0%	4%	4%	3%	3%	3%	2%
Japan	67%	54%	23%	19%	17%	15%	18%	17%
TOTAL WORLD	**100%**	**100%**	**100%**	**100%**	**100%**	**100%**	**100%**	**100%**

(1) The definition of exports from France changed in 1996 (see footnote on page 60).
(2) Before 1997, exports excluded Canada.

Registrations

NEW PASSENGER CAR REGISTRATIONS BY COUNTRY

In units	1980	1990	1998	1999	2000	2001	2002	2003
Germany	2,426,187	3,349,788	3,735,987	3,802,176	3,378,343	3,341,718	3,252,898	3,236,938
Austria	227,548	288,618	295,865	314,182	309,427	293,528	279,493	300,121
Belgium	399,240	473,506	452,129	489,621	515,204	488,683	467,569	458,796
Denmark	73,774	80,654	162,495	143,706	112,688	96,173	111,581	96,083
Spain	504,051	988,270	1,192,843	1,406,246	1,381,515	1,437,833	1,331,864	1,383,098
Finland	103,167	139,095	125,751	136,324	134,646	109,487	116,877	147,222
France	**1,873,202**	**2,309,130**	**1,943,553**	**2,148,423**	**2,133,884**	**2,254,732**	**2,145,071**	**2,009,246**
Greece	35,700	115,480	180,145	261,711	290,222	280,214	268,489	257,293
Ireland	93,563	82,584	145,702	172,242	230,989	164,730	156,112	145,223
Italy	1,717,432	2,307,055	2,378,516	2,341,082	2,415,600	2,431,332	2,270,444	2,247,365
Luxembourg	21,500	38,422	35,928	40,476	41,896	42,833	43,403	43,620
Norway	95,550	61,901	117,977	101,278	97,376	91,916	88,721	89,921
Netherlands	450,076	502,732	543,067	611,498	597,640	530,237	510,718	488,845
Portugal	58,357	210,924	248,398	272,871	257,834	255,215	226,092	189,792
United Kingdom	1,513,761	2,008,934	2,247,403	2,197,615	2,221,670	2,458,769	2,563,631	2,579,050
Sweden	192,588	229,941	253,430	295,249	290,529	246,581	254,589	261,206
Switzerland	279,764	329,899	296,945	316,876	316,519	316,641	295,065	270,309
EU (15 countries)	**9,690,146**	**13,125,133**	**13,941,212**	**14,633,422**	**14,312,087**	**14,432,065**	**13,998,831**	**13,843,898**
Europe (17 countries)	**10,065,460**	**13,516,933**	**14,356,134**	**15,051,576**	**14,725,982**	**14,840,622**	**14,382,617**	**14,204,128**
Central and Eastern Europe	**1,900,000**	**1,600,474**	**2,390,000**	**2,700,000**	**2,551,000**	**2,314,000**	**2,280,000**	**2,645,000**
Canada	948,967	886,217	745,543	806,440	849,132	868,135	934,057	865,034
United States	8,760,937	9,300,678	8,142,147	8,698,284	8,846,625	8,422,625	8,103,229	7,610,468
Mexico	286,000	353,000	431,727	463,419	603,010	670,444	722,537	690,635
Argentina	215,177	77,306	321,962	274,038	224,950	125,504	59,080	104,561
Brazil	793,028	532,791	1,222,162	1,021,597	1,188,818	1,301,393	1,233,708	1,120,088
South Korea	45,972	626,126	568,063	910,725	1,057,620	1,072,376	1,241,331	1,021,051
Japan	2,854,185	5,102,659	4,091,589	4,154,106	4,259,771	4,289,710	4,441,336	4,460,032
Turkey	31,000	215,000	268,236	289,358	456,696	135,282	94,898	227,276
TOTAL WORLD	**28,500,000**	**34,825,967**	**36,044,000**	**37,937,000**	**38,689,767**	**38,587,826**	**38,603,440**	**39,201,265**

NEW COMMERCIAL VEHICLE REGISTRATIONS BY COUNTRY

In units	1980	1990	1998	1999	2000	2001	2002	2003
Germany	175,687	203,389	296,847	324,901	314,804	296,601	270,567	264,745
Austria	21,821	29,211	33,340	34,171	36,457	32,535	29,864	34,195
Belgium	34,478	46,670	61,210	70,393	66,125	72,969	60,266	62,363
Denmark	19,469	23,031	35,568	38,706	38,108	36,326	36,822	37,403
Spain	105,934	249,185	284,208	344,620	335,684	325,625	305,900	333,107
Finland	17,699	32,154	19,498	14,212	18,128	18,150	18,328	18,829
France	**323,291**	**446,983**	**398,583**	**433,510**	**477,204**	**496,263**	**460,937**	**431,446**
Greece	53,500	30,075	17,947	23,855	25,015	22,832	20,296	20,710
Ireland	11,905	28,087	31,406	38,646	46,261	42,895	38,328	34,477
Italy	122,293	159,322	198,573	225,522	268,057	268,524	307,597	237,844
Luxembourg	1,300	2,961	3,636	4,379	4,642	5,185	5,028	4,772
Norway	15,135	23,035	36,273	32,995	35,618	37,458	28,523	31,327
Netherlands	47,926	68,791	114,757	116,370	114,354	101,449	95,526	90,977
Portugal	46,967	71,904	126,078	134,493	161,045	106,251	84,731	73,362
United Kingdom	274,143	293,473	298,372	292,015	301,523	316,084	324,742	366,106
Sweden	19,684	33,133	31,584	35,297	38,474	35,266	34,576	34,278
Switzerland	22,418	28,165	23,873	25,851	29,345	31,583	26,769	23,809
EU (15 countries)	**1,276,097**	**1,718,369**	**1,951,607**	**2,131,090**	**2,245,881**	**2,176,955**	**2,093,508**	**2,044,614**
Europe (17 countries)	**1,313,650**	**1,769,569**	**2,011,753**	**2,189,936**	**2,310,844**	**2,245,996**	**2,148,800**	**2,099,750**
Central and Eastern Europe	**850,000**	**874,072**	**568,941**	**517,784**	**579,060**	**481,924**	**517,089**	**625,472**
Canada	335,827	416,041	686,160	733,939	736,951	729,343	797,766	760,061
United States	2,476,777	4,845,360	7,770,119	8,716,563	8,965,048	9,049,753	9,035,423	9,356,961
Mexico	166,000	198,000	239,465	245,376	302,944	273,695	297,026	308,890
Argentina	59,881	17,481	133,397	106,616	81,995	51,198	23,265	50,565
Brazil	187,233	180,000	312,907	235,718	302,288	300,668	255,001	257,365
South Korea	58,502	328,151	203,469	362,304	372,840	386,289	397,955	316,438
Japan	2,161,305	2,674,834	1,793,705	1,707,072	1,703,114	1,616,861	1,350,739	1,368,211
Turkey	19,000	43,015	157,927	85,035	137,573	51,733	64,153	134,123
TOTAL WORLD	**9,150,000**	**13,410,615**	**16,425,200**	**17,328,600**	**18,723,143**	**18,706,755**	**19,190,156**	**20,015,052**

Source: CCFA.

Production

PASSENGER CAR PRODUCTION BY ENGINE TYPE, CYLINDER CAPACITY AND COUNTRY

In units	Gasoline and other, except diesel and electric							Diesel						Electric
	TOTAL	1,000 and –	1,001 to 1,500	1,501 to 2,000	2,001 to 2,500	2,501 and +	Not determined	TOTAL	1,500 and –	1,501 to 2,000	2,001 to 2,500	2,501 and +	Not determined	
Germany														
1990	3,998,650	3,747	779,288	2,521,197	338,965	355,453	–	662,007	11,986	504,025	117,413	28,583	–	–
2002	3,082,607	–	462,948	1,531,251	352,727	730,706	4,975	2,040,631	87,096	1,331,545	463,098	158,892	–	–
2003	**2,929,193**	**37,203**	**451,617**	**1,407,500**	**285,389**	**747,461**	**23**	**2,216,210**	**129,068**	**1,436,325**	**419,827**	**230,970**	**20**	**–**
Belgium														
1990	1,003,028	–	207,398	727,812	65,542	2,276	–	157,384	2,764	126,394	28,226	–	–	–
2002	579,323	24,402	95,806	339,770	115,692	3,653	–	357,580	5,008	300,258	52,314	–	–	–
2003	**478,998**	**15,699**	**76,830**	**263,265**	**119,682**	**3,522**	**–**	**312,705**	**4,053**	**260,163**	**48,489**	**–**	**–**	**–**
Spain														
1990	1,529,080	25,908	329,437	12,739	–	–	1,160,996	150,221	18,753	42,155	–	–	89,313	–
2002	1,746,509	13,436	138,809	164,109	795	7,165	1,422,195	571,153	28,955	297,050	38	1,312	243,798	–
2003	**1,886,729**	**9,465**	**361,008**	**277,623**	**548**	**117**	**1,237,968**	**561,897**	**192,909**	**99,715**	**10,496**	**3,487**	**255,290**	**–**
France														
1990	2,490,808	259,104	1,315,307	853,195	21,266	41,936	–	804,007	50,851	547,002	206,154	–	–	–
2002	2,871,957	64,964	1,409,066	1,308,889	21,288	24,827	42,923	2,086,808	489,979	1,443,288	146,184	7,357	–	518
2003	**2,815,849**	**55,461**	**1,407,766**	**1,302,960**	**18,001**	**17,215**	**14,446**	**2,229,221**	**776,467**	**1,309,766**	**132,945**	**10,043**	**–**	**122**
Italy														
1990	1,756,118	685,385	644,895	402,929	38	20,614	2,257	118,427	25,299	75,891	17,169	–	68	127
2002	827,101	–	593,177	193,506	24,783	15,635	–	298,635	–	268,676	29,959	–	–	33
2003	**665,845**	**–**	**482,195**	**155,392**	**11,353**	**16,905**	**–**	**360,609**	**66,819**	**269,919**	**23,871**	**–**	**–**	**–**
United Kingdom														
1990	1,173,660	56,860	489,355	449,008	–	68,744	109,693	121,951	–	93,644	8,610	–	19,697	–
2002	1,312,840	79,751	320,755	495,281	145,064	104,052	167,937	315,132	36,144	172,108	98,084	8,796	–	–
2003	**1,253,895**	**23,985**	**380,571**	**404,160**	**153,370**	**125,947**	**165,862**	**403,663**	**77,814**	**223,506**	**76,542**	**10,193**	**15,608**	**–**

DIESEL PASSENGER CAR PRODUCTION BY MAKE AND COUNTRY

In units	1980	1990	1998	1999	2000	2001	2002	2003
France								
Citroën	33,996	213,010	326,311	374,762	453,604	507,177	557,364	550,382
Peugeot	133,332	334,469	423,930	499,748	593,349	673,593	705,481	737,299
PSA Peugeot Citroën (1)	167,328	547,479	750,241	874,510	1,046,953	1,180,770	1,262,845	1,287,681
Renault	69,335	256,528	502,316	567,444	601,495	730,934	823,963	937,656
Dacia							0	3,884
Renault-Dacia-Samsung							823,963	941,540
TOTAL (2)	**236,663**	**804,007**	**1,252,557**	**1,441,954**	**1,648,448**	**1,911,704**	**2,086,808**	**2,229,221**
Total gasoline + diesel	2,938,581	3,294,815	3,886,744	4,155,817	4,598,617	4,803,519	4,958,765	5,045,070
of which diesel	8.1%	24.4%	32.2%	34.7%	35.8%	39.8%	42.1%	44.2%
Germany								
Mercedes (2)	216,053	141,547	185,803	239,201	278,772	347,750	375,081	379,390
Opel	32,742	76,441	173,797	227,648	288,651	297,528	287,257	312,695
Volkswagen/Audi/Seat	211,199	325,767	791,132	875,475	847,652	968,789	916,343	999,622
Ford	5,344	90,117	79,863	122,835	179,130	196,486	241,390	290,952
BMW	33,520	28,135	99,777	145,636	194,794	212,869	220,560	233,551
TOTAL	**465,788**	**662,007**	**1,330,372**	**1,610,795**	**1,788,999**	**2,023,422**	**2,040,631**	**2,216,210**
Total gasoline + diesel	3,520,934	4,660,657	5,348,115	5,309,524	5,131,918	5,299,704	5,123,238	5,145,403
of which diesel	13.2%	14.2%	24.9%	30.3%	34.9%	38.2%	39.8%	43.1%
Italy								
Alfa-Romeo	3,851	11,176	42,780	67,160	77,532	89,532	96,398	116,376
Fiat	76,513	87,985	162,500	205,407	223,889	183,668	173,744	211,307
Lancia		17,679	14,633	27,435	40,891	32,229	20,202	25,812
TOTAL (2)	**80,364**	**117,137**	**219,913**	**300,002**	**342,312**	**305,429**	**290,344**	**353,495**
Total gasoline + diesel	1,445,221	1,874,672	1,402,301	1,400,635	1,422,243	1,271,712	1,125,736	1,026,454
of which diesel	5.6%	6.2%	15.7%	21.4%	24.1%	24.0%	25.8%	34.4%

(1) Including Talbot up to 1985.
(2) Including others.

Source: CCFA.

Production

LIGHT COMMERCIAL VEHICLE AND TRUCK PRODUCTION IN EUROPE BY WEIGHT, MANUFACTURER AND COUNTRY IN 2003, EXCLUDING COACHES AND BUSES

In units Manufacturers and countries	GVWR (1) 3.5t to 5t	GVWR + 5t to – 16t	GVWR 16t and + and road tractors all weights	GVWR 3.5t and +	GVWR + 5t
Renault	80,371			80,371	–
Renault Trucks	6,762	12,689	23,695	43,146	36,384
Scania			9,663	9,663	9,663
Etalmobil	37	2		39	2
Total France	**87,170**	**12,691**	**33,358**	**133,219**	**46,049**
DaimlerChrysler	91,718	27,986	59,398	179,102	87,384
MAN		234	33,584	33,818	33,818
Iveco Magirus			13,103	13,103	13,103
Volkswagen	27,678			27,678	–
Multicar	1,119			1,119	–
Total Germany	**120,515**	**28,220**	**106,085**	**254,820**	**134,305**
MAN-OAF-Steyr		12,615	8,253	20,868	20,868
Total Austria		**12,615**	**8,253**	**20,868**	**20,868**
Ford	36,048			36,048	–
Volvo,Trucks		2,543	23,554	26,097	26,097
Other			1	1	1
Total Belgium	**36,048**	**2,543**	**23,555**	**62,146**	**26,098**
Iveco	38,816	31,241	4,710	74,767	35,951
Other	243	65		308	65
Total Italy	**39,059**	**31,306**	**4,710**	**75,075**	**36,016**
Ford	6,388				
Leyland Trucks (DAF)		7,737	4,579	12,316	12,316
Foden (DAF)			923	923	923
Dennis DSV		67	692	759	759
LDV	5,058			5,058	–
Total United Kingdom	**11,446**	**7,804**	**6,194**	**25,444**	**13,998**
Volvo Trucks			17,606	17,606	17,606
Scania			7,925	7,925	7,925
Total Sweden			**25,531**	**25,531**	**25,531**
DAF			29,007	29,007	29,007
Scania			21,011	21,011	21,011
Other			636	636	636
Total Netherlands			**50,654**	**50,654**	**50,654**
Iveco	21,139	4,002	14,241	39,382	18,243
Nissan Motor Iberica	18,403			18,403	–
Renault Trucks			6,427	6,427	6,427
Total Spain	**39,542**	**4,002**	**20,668**	**64,212**	**24,670**
Commercial vehicles					
DaimlerChrysler	91,718	27,986	59,398	179,102	87,384
Iveco	59,955	35,243	32,054	127,252	67,297
MAN	0	12,849	41,837	54,686	54,686
Renault Trucks	6,762	12,689	30,122	49,573	42,811
Volvo Trucks	0	2,543	41,160	43,703	43,703
DAF	0	7,737	34,509	42,246	42,246
Scania	0	0	38,599	38,599	38,599
Total light commercial vehicles over 3.5 tonnes					
Renault	80,371	–	–	80,371	–
Ford	42,436	–	–	36,048	–
Volkswagen	27,678	–	–	27,678	–
Nissan	18,403	–	–	18,403	–
Other	11,644	2,457	1,761	15,862	4,218
TOTAL	**338,967**	**101,504**	**279,440**	**719,911**	**380,944**

(1) GVWR: gross vehicle weight rating.

Source: CCFA.

Registrations

NEW PASSENGER CAR REGISTRATIONS BY AUTOMOBILE MANUFACTURER IN EUROPE

In thousands of units and as a % of total registrations	1985	1990	1998	1999	2000	2001	2002	2003
PSA Peugeot Citroën	1,225	1,719	1,635	1,823	1,930	2,142	2,163	2,105
	11.5%	12.7%	11.4%	12.1%	13.1%	14.4%	15.0%	14.8%
Renault	1,135	1,315	1,542	1,655	1,559	1,576	1,540	1,505
	10.7%	9.7%	10.7%	11.0%	10.6%	10.6%	10.7%	10.6%
Fiat Group	1,487	1,854	1,562	1,434	1,477	1,424	1,177	1,056
	14.0%	13.7%	10.9%	9.5%	10.0%	9.6%	8.2%	7.4%
Ford Group	1,542	1,818	1,763	1,760	1,590	1,650	1,636	1,563
	14.5%	13.5%	12.3%	11.7%	10.8%	11.1%	11.4%	11.0%
General Motors	1,261	1,617	1,801	1,930	1,799	1,723	1,525	1,505
	11.9%	12.0%	12.5%	12.8%	12.2%	11.6%	10.6%	10.6%
Volkswagen Group	1,553	2,120	2,586	2,836	2,755	2,800	2,649	2,584
	14.6%	15.7%	18.0%	18.8%	18.7%	18.9%	18.4%	18.2%
DaimlerChrysler	396	474	729	846	909	945	947	922
	3.7%	3.5%	5.1%	5.6%	6.2%	6.4%	6.6%	6.5%
BMW Group	290	364	451	485	499	546	618	627
	2.7%	2.7%	3.1%	3.2%	3.4%	3.7%	4.3%	4.4%
MG-Rover	411	362	304	228	198	161	142	136
	3.9%	2.7%	2.1%	1.5%	1.3%	1.1%	1.0%	1.0%
Nissan	306	395	425	386	392	366	353	398
	2.9%	2.9%	3.0%	2.6%	2.7%	2.5%	2.5%	2.8%
Toyota-Lexus	273	363	431	477	540	551	627	675
	2.6%	2.7%	3.0%	3.2%	3.7%	3.7%	4.4%	4.8%
Other japanese makes	563	831	843	862	737	626	666	728
	5.3%	6.1%	5.9%	5.7%	5.0%	4.2%	4.6%	5.1%
Hyundai-Kia	7	18	228	280	303	287	297	352
	0.1%	0.1%	1.6%	1.9%	2.1%	1.9%	2.1%	2.5%
Other makes	162	265	57	50	50	43	42	49
	1.5%	2.0%	0.4%	0.3%	0.3%	0.3%	0.3%	0.3%
TOTAL EUROPE (17 countries)	10,611	13,517	14,356	15,051	14,738	14,841	14,383	14,204
	100%	100%	100%	100%	100%	100%	100%	100%
Year-on-year change		0.9%	7.1%	4.8%	–2.1%	0.7%	–3.1%	–1.2%

N.B.: As of 1991, Germany includes the former East Germany.
Automobile manufacturers include the following makes:
PSA Peugeot Citroën = Peugeot + Citroën + Talbot.
Fiat Group = Alfa Romeo + Fiat + Iveco + Lancia + Ferrari + other.
Ford Group = Ford Europe + Ford USA + Jaguar + Volvo + Land Rover + other Ford.
General Motors = Opel + Vauxhall + Saab + GM Daewoo + Chevrolet + Pontiac + other.
Volkswagen Group = Volkswagen + Audi + Seat + Skoda + Bentley + Lamborghini.
DaimlerChrysler = Mercedes-Benz + Chrysler + Jeep + Smart + other.
BMW Group = BMW + Mini + Rolls-Royce.
Other japanese makes: Mazda, Mitsubishi, Subaru, Suzuki...
These scopes are defined on the basis of their situation in 2003.

NEW LIGHT COMMERCIAL VEHICLE REGISTRATIONS BY AUTOMOBILE MANUFACTURER IN EUROPE

In thousands of units and as a % of total registrations	1985	1990	1998	1999	2000	2001	2002	2003
PSA Peugeot Citroën	186	251	289	317	349	364	348	355
	16.9%	16.5%	17.2%	17.3%	18.1%	19.4%	19.2%	20.0%
Renault	175	278	218	255	272	288	288	268
	15.8%	18.3%	13.0%	13.9%	14.1%	15.3%	15.8%	15.1%
Fiat Group	114	156	214	225	262	269	280	237
	10.3%	10.3%	12.7%	12.3%	13.6%	14.3%	15.4%	13.3%
Ford Group	137	211	236	216	206	216	191	211
	12.4%	13.9%	14.0%	11.8%	10.7%	11.5%	10.5%	11.9%
General Motors	55	81	68	86	92	92	118	129
	5.0%	5.3%	4.1%	4.7%	4.8%	4.9%	6.5%	7.3%
Volkswagen Group	113	134	199	199	202	171	149	130
	10.2%	8.9%	11.8%	10.9%	10.5%	9.1%	8.2%	7.3%
DaimlerChrysler	65	77	150	169	176	178	165	152
	5.9%	5.1%	8.9%	9.3%	9.1%	9.5%	9.1%	8.5%
Nissan	61	105	71	92	100	77	68	81
	5.5%	6.9%	4.2%	5.1%	5.2%	4.1%	3.7%	4.6%
Toyota-Lexus	58	75	73	71	66	57	58	61
	5.2%	4.9%	4.3%	3.9%	3.4%	3.0%	3.2%	3.4%
Other japanese makes	75	78	92	115	120	96	88	87
	6.8%	5.2%	5.5%	6.3%	6.2%	5.1%	4.8%	4.9%
Hyundai-Kia	1	0	33	42	44	35	30	31
	0.1%	0.0%	1.9%	2.3%	2.3%	1.9%	1.6%	1.7%
Other makes	64	69	40	41	42	37	35	35
	5.8%	4.6%	2.4%	2.2%	2.2%	2.0%	1.9%	2.0%
TOTAL EUROPE (17 countries)	1,104	1,516	1,684	1,829	1,931	1,879	1,818	1,775
	100%	100%	100%	100%	100%	100%	100%	100%
Year-on-year change		–2.6%	12.6%	8.6%	5.6%	–2.7%	–3.3%	–2.4%

Registrations

NEW PASSENGER CAR REGISTRATIONS BY COUNTRY AND AUTOMOBILE MANUFACTURER, 2003

In thousands of units and as a % of total registrations	TOTAL	PSA Peugeot Citroën	Citroën	Peugeot	Renault	Fiat Group	Volkswagen Group	Ford	General Motors	BMW-Mini	Daimler-Chrysler	Japanese makes	South Korean makes
Germany	**3,237**	**189**	**65**	**124**	**204**	**90**	**986**	**280**	**352**	**254**	**433**	**367**	**61**
	100%	5.8%	2.0 %	3.8%	6.3%	2.8%	30.4%	8.6%	10.9%	7.8%	13.4%	11.3%	1.9%
Austria	**300**	**29**	**10**	**19**	**21**	**16**	**93**	**24**	**29**	**12**	**16**	**51**	**9**
	100%	9.6%	3.4%	6.2%	7.1%	5.3%	30.9%	8.0%	9.5%	4.0%	5.4%	16.9%	2.9%
Belgium	**459**	**104**	**50**	**54**	**53**	**21**	**81**	**40**	**54**	**21**	**25**	**50**	**8**
	100%	22.8%	11.0%	11.8%	11.5%	4.5%	17.6%	8.6%	11.8%	4.5%	5.5%	10.9%	1.7%
Denmark	**96**	**25**	**10**	**15**	**3**	**4**	**18**	**10**	**6**	**1**	**1**	**21**	**6**
	100%	25.8%	10.6%	15.2%	3.0%	4.6%	18.8%	10.9%	6.4%	1.3%	1.3%	21.6%	6.0%
Spain	**1,383**	**303**	**154**	**149**	**176**	**55**	**301**	**148**	**160**	**38**	**45**	**94**	**51**
	100%	21.9%	11.2%	10.8%	12.7%	4.0%	21.8%	10.7%	11.6%	2.8%	3.2%	6.8%	3.7%
Finland	**147**	**18**	**8**	**10**	**8**	**7**	**26**	**22**	**10**	**3**	**6**	**45**	**2**
	100%	12.0%	5.3%	6.7%	5.3%	4.8%	17.6%	14.7%	6.8%	1.7%	4.3%	30.5%	1.1%
France	2,009	651	271	379	546	72	204	108	128	42	69	151	27
	100%	32.4%	13.5%	18.9%	27.2%	3.6%	10.1%	5.4%	6.4%	2.1%	3.4%	7.5%	1.4%
Greece	**257**	**32**	**15**	**16**	**12**	**19**	**44**	**19**	**27**	**4**	**11**	**63**	**25**
	100%	12.3%	6.0%	6.3%	4.8%	7.5%	16.9%	7.5%	10.4%	1.7%	4.3%	24.4%	9.5%
Ireland	**145**	**12**	**4**	**8**	**10**	**6**	**25**	**21**	**13**	**4**	**5**	**42**	**6**
	100%	8.1%	2.7%	5.4%	6.8%	4.1%	16.9%	14.6%	9.2%	2.8%	3.6%	28.8%	4.3%
Italy	**2,247**	**249**	**131**	**118**	**167**	**628**	**257**	**227**	**203**	**68**	**122**	**264**	**52**
	100%	11.1%	5.8%	5.3%	7.4%	28.0%	11.4%	10.1%	9.0%	3.0%	5.4%	11.7%	2.3%
Luxembourg	**44**	**8**	**3**	**4**	**6**	**2**	**9**	**3**	**2**	**3**	**4**	**4**	**2**
	100%	17.2%	7.7%	9.5%	13.8%	4.4,%	21.5%	6.8%	5.5%	6.2%	8.4%	10.2%	4.8%
Netherlands	**489**	**80**	**28**	**52**	**47**	**21**	**72**	**60**	**69**	**13**	**20**	**79**	**24**
	100%	16.5%	5.7%	10.7%	9.6%	4.4%	14.8%	12.2%	14.0%	2.6%	4.2%	16.2%	4.9%
Portugal	**190**	**37**	**15**	**22**	**28**	**12**	**34**	**12**	**19**	**5**	**10**	**26**	**4**
	100%	19.6%	7.8%	11.7%	14.6%	6.3%	17.8%	6.4%	10.1%	2.6%	5.4%	13.5%	2.3%
United Kingdom	**2,579**	**303**	**118**	**185**	**189**	**86**	**321**	**489**	**354**	**134**	**122**	**419**	**54**
	100%	11.7%	4.6%	7.2%	7.3%	3.3%	12.4%	19.0%	13.7%	5.2%	4.7%	16.2%	2.1%
Sweden	**261**	**28**	**10**	**17**	**15**	**1**	**44**	**67**	**40**	**8**	**8**	**40**	**9**
	100%	10.7%	4.0%	6.7%	5.6%	0.5%	16.9%	25.7%	15.3%	2.9%	3.2%	15.3%	3.6%
European Union (15 countries)	**13,844**	**2,067**	**894**	**1,172**	**1,484**	**1,042**	**2,513**	**1,529**	**1,466**	**609**	**897**	**1,715**	**340**
	100%	14.9%	6.5%	8.5%	10.7%	7.5%	18.2%	11.0%	10.6%	4.4%	6.5%	12.4%	2.5%
Norway	**90**	**10**	**3**	**8**	**3**	**0**	**17**	**11**	**8**	**3**	**3**	**31**	**3**
	100%	11.7%	3.2%	8.4%	3.5%	0.5%	19.2%	11.8%	9.2%	2.9%	3.6%	33.9%	3.4%
Switzerland	**270**	**28**	**12**	**16**	**17**	**14**	**53**	**23**	**30**	**15**	**21**	**56**	**10**
	100%	10.3%	4.3%	5.9%	6.4%	5.2%	19.7%	8.5%	11.3%	5.6%	7.7%	20.6%	3.8%
EUROPE (17 countries)	14,204	2,105	909	1,196	1,505	1,056	2,584	1,563	1,505	627	922	1,801	353
	100%	14.8%	6.4%	8.4%	10.6%	7.4%	18.2%	11.0%	10.6%	4.4%	6.5%	12.7%	2.5%

Automobile manufacturers include the following makes:
PSA Peugeot Citroën = Peugeot + Citroën.
Fiat = Alfa Romeo + Fiat + Lancia + Ferrari + Maserati + other.
Ford = Ford Europe + Ford USA + Jaguar + Land Rover + Volvo + Aston Martin + other.
General Motors = Opel + Vauxhall + Saab + GM Daewoo + Chevrolet + Pontiac + other.
Volkswagen Group = Volkswagen + Audi + Seat + Skoda + Bentley + Lamborghini.
DaimlerChrysler = Mercedes-Benz + Chrysler + Jeep + Smart + other.
BMW Group = BMW + Mini + Rolls-Royce.
South Korean makes : Hyunday-Kia and Ssangyong.

Registrations

NEW DIESEL PASSENGER CAR REGISTRATIONS BY COUNTRY

In units and as a % of total registrations	1980	1990	1998	1999	2000	2001	2002	2003
Germany	**193,841**	**327,046**	**656,662**	**851,732**	**1,023,997**	**1,153,015**	**1,231,880**	**1,292,437**
	8.0%	9.8%	17.6%	22.4%	30.3%	34.5%	37.9%	39.9%
Austria	**7,425**	**74,197**	**161,301**	**180,329**	**191,402**	**192,789**	**194,550**	**214,618**
	3.3%	25.7%	54.5%	57.4%	61.9%	65.7%	69.6%	71.5%
Belgium	**54,897**	**154,804**	**235,945**	**265,751**	**290,301**	**305,831**	**300,444**	**312,742**
	13.8%	32.7%	52.2%	54.3%	56.3%	62.6%	64.3%	68.2%
Denmark	**2,352**	**3,305**	**7,431**	**13,438**	**14,898**	**17,082**	**22,470**	**21,834**
	3.2%	4.1%	4.7%	9.4%	13.2%	17.8%	20.1%	22.7%
Spain	**–**	**140,740**	**570,193**	**712,465**	**734,256**	**754,472**	**762,672**	**841,667**
		14.2%	47.8%	50.6%	53.1%	52.5%	57.3%	60.9%
Finland	**–**	**7,215**	**19,278**	**21,397**	**–**	**28,164**	**18,175**	**22,339**
		5.2%	15.3%	15.7%		25.7%	15.6%	15.2%
France	186,050	762,054	780,983	947,489	1,046,485	1,267,761	1,354,933	1,353,914
	9.9%	33.0%	40.2%	44.1%	49.0%	56.2%	63.2%	67.4%
Greece	**–**	**60**	**2,026**	**1,767**	**2,006**	**2,299**	**2,439**	**3,963**
		0.1%	1.1%	0.7%	0.7%	0.8%	0.9%	1.5%
Ireland	**–**	**12,413**	**18,595**	**18,925**	**23,259**	**21,207**	**25,664**	**24,979**
		15.0%	12.8%	10.9%	10.1%	12.9%	16.4%	17.2%
Italy	**138,562**	**179,779**	**533,061**	**686,458**	**812,203**	**884,567**	**988,253**	**1,094,385**
	8.1%	7.8%	22.5%	29.4%	33.6%	36.5%	43.5%	48.7%
Luxembourg	**–**	**8,206**	**13,937**	**17,006**	**21,110**	**24,916**	**26,880**	**28,742**
		21.4%	38.8%	42.0%	50.4%	58.2%	61.9%	65.9%
Norway	**–**	**1,581**	**7,963**	**8,300**	**8,761**	**12,180**	**15,498**	**20,906**
		2.6%	6.7%	8.2%	9.0%	13.3%	17.5%	23.2%
Netherlands	**30,450**	**54,738**	**110,302**	**139,442**	**134,426**	**121,336**	**110,159**	**110,401**
	6.8%	10.9%	20.3%	22.8%	22.5%	22.9%	21.6%	22.6%
Portugal	**–**	**10,426**	**46,674**	**57,036**	**62,417**	**67,139**	**78,141**	**85,229**
		4.9%	18.8%	20.9%	24.2%	27.0%	34.6%	44.9%
United Kingdom	**5,850**	**128,160**	**343,746**	**303,991**	**313,149**	**437,355**	**602,623**	**704,670**
	0.4%	6.4%	15.3%	13.8%	14.1%	17.8%	23.5%	27.3%
Sweden	**–**	**1,335**	**27,787**	**21,354**	**18,325**	**13,687**	**17,736**	**20,206**
		0.6%	11.0%	7.2%	6.3%	5.6%	7.0%	7.7%
Switzerland	**–**	**9,998**	**17,589**	**21,425**	**29,466**	**42,453**	**53,167**	**58,565**
		3.0%	5.9%	6.8%	9.3%	13.4%	18.0%	21.7%
EUROPE (17 countries)	619,427	1,866,021	3,554,943	4,268,305	4,726,461	5,346,253	5,805,684	6,211,597
% diesel in Europe	7.1%	13.9%	24.8%	28.4%	32.1%	36.0%	40.3%	43.7%
Year-on-year change		**+0.7%**	**+19.1%**	**+20.1%**	**+10.7%**	**+13.1%**	**+8.6%**	**+7.0%**

NEW PASSENGER CAR AND LIGHT COMMERCIAL VEHICLE REGISTRATIONS BY COUNTRY

In units	1980	1990	1998	1999	2000	2001	2002	2003
Germany	2,527,580	3,475,172	3,939,777	4,020,212	3,590,633	3,548,017	3,446,050	3,423,293
Austria	243,021	310,157	320,821	339,248	336,670	317,635	301,898	325,687
Belgium	429,849	525,996	502,446	547,826	569,294	549,277	517,628	511,156
Denmark	89,485	100,303	191,573	176,732	145,780	127,650	143,873	128,931
Spain	592,093	1,218,091	1,447,891	1,715,846	1,680,761	1,725,555	1,600,999	1,679,173
Finland	115,741	166,602	141,583	152,707	149,702	124,576	132,296	162,735
France	**2,151,089**	**2,702,925**	**2,290,672**	**2,523,842**	**2,548,850**	**2,688,604**	**2,549,990**	**2,390,865**
Greece	80,824	144,960	196,957	283,351	313,230	300,817	287,288	275,547
Irland	102,203	106,720	173,051	206,140	272,463	203,434	190,933	176,117
Italy	1,826,702	2,464,050	2,546,698	2,531,929	2,641,117	2,657,292	2,534,966	2,446,637
Luxembourg	22,514	40,285	38,520	43,597	44,979	46,643	47,347	47,093
Norway	106,945	82,483	149,514	130,466	129,003	125,736	113,374	117,199
Netherlands	483,574	555,812	639,757	710,843	694,210	614,475	591,851	566,356
Portugal	96,954	275,160	368,272	400,043	410,670	354,116	305,585	259,014
United Kingdom	1,725,803	2,256,662	2,490,788	2,435,381	2,466,833	2,718,580	2,835,427	2,888,958
Sweden	204,626	256,303	279,823	323,684	322,383	275,614	283,438	289,692
Switzerland	297,855	352,652	316,771	338,615	340,640	342,011	317,592	290,481
European Union (1)	9,358,799	14,523,790	15,568,629	16,411,381	16,187,575	16,252,285	15,769,569	15,571,254
EUROPE (17 countries)	**11,096,858**	**15,034,333**	**16,034,914**	**16,880,462**	**16,657,218**	**16,720,032**	**16,200,535**	**15,978,934**

(1) European Union: 9 countries in 1980; 10 countries in 1985; 12 countries between 1990 and 1994; 15 countries since 1995.

Registrations

NEW LIGHT COMMERCIAL VEHICLE (LESS THAN 5T) REGISTRATIONS BY COUNTRY

In units	1980	1990	1998	1999	2000	2001	2002	2003
Germany	101,393	125,384	203,790	218,036	212,290	206,299	193,152	186,355
Austria	15,473	21,539	24,956	25,066	27,243	24,107	22,405	25,566
Belgium	30,609	52,490	50,317	58,205	54,090	60,594	50,059	52,360
Denmark	15,711	19,649	29,078	33,026	33,092	31,477	32,292	32,848
Spain	88,042	229,821	255,048	309,600	299,246	287,722	269,135	296,075
Finland	12,574	27,507	15,832	16,383	15,056	15,089	15,419	15,513
France	**277,887**	**393,795**	**347,119**	**375,419**	**414,966**	**433,872**	**404,919**	**381,619**
Greece	45,124	29,480	16,812	21,640	23,008	20,603	18,799	18,254
Ireland	8,640	24,136	27,349	33,898	41,474	38,704	34,821	30,894
Italy	109,270	156,995	168,182	190,847	225,517	225,960	264,522	199,272
Luxembourg	1,014	1,863	2,592	3,121	3,083	3,810	3,944	3,473
Norway	11,395	20,582	31,537	29,188	31,627	33,820	24,653	27,278
Netherlands	33,498	53,080	96,690	99,345	96,570	84,238	81,133	77,511
Portugal	38,597	64,236	119,874	127,172	152,836	98,901	79,493	69,222
United Kingdom	212,042	247,728	243,385	237,766	245,163	259,811	271,796	309,908
Sweden	12,038	26,362	26,393	28,435	31,854	29,033	28,849	28,486
Switzerland	18,091	22,753	19,826	21,739	24,121	25,370	22,527	20,172
European Union (1)	790,064	1,398,657	1,627,417	1,777,959	1,875,488	1,820,220	1,770,738	1,727,356
EUROPE (17 countries)	**1,031,398**	**1,517,400**	**1,678,780**	**1,828,886**	**1,931,236**	**1,879,410**	**1,817,918**	**1,774,806**

NEW HEAVY TRUCK (OVER 5T) REGISTRATIONS BY COUNTRY (EXCLUDING COACHES AND BUSES)

In units	1980	1990	1998	1999	2000	2001	2002	2003
Germany	59,061	73,770	87,833	99,953	96,830	84,758	72,230	73,342
Austria	5,642	7,222	7,891	8,407	8,508	7,897	6,792	7,923
Belgium	8,604	10,690	10,025	11,403	11,061	11,624	9,355	9,275
Denmark	3,179	3,539	5,389	5,231	4,597	4,515	4,031	4,166
Spain	23,208	30,432	26,188	31,929	33,700	34,905	34,031	34,087
Finland	4,497	4,218	3,329	3,156	3,072	2,836	2,619	3,034
France	**41,846**	**50,028**	**47,379**	**53,651**	**57,918**	**57,700**	**51,417**	**45,465**
Greece	1,178	497	962	1,696	1,633	1,575	1,344	1,666
Ireland	3,511	2,748	3,869	4,601	4,666	4,130	3,447	3,455
Italy		31,973	22,513	33,538	38,388	37,622	39,136	35,066
Luxembourg	690	1,136	946	1,141	1,451	1,239	1,000	1,180
Norway	3,056	2,106	4,218	3,379	3,564	3,183	3,354	3,548
Netherlands	13,346	14,804	17,562	16,386	16,835	16,372	13,703	12,595
Portugal	8,370	7,186	5,620	7,083	7,403	6,606	4,741	3,409
United Kingdom	57,489	45,794	50,416	49,502	51,864	52,451	48,849	51,484
Sweden	6,703	5,998	4,378	5,842	5,549	5,251	4,832	4,943
Switzerland	3,955	4,832	3,757	3,771	4,733	5,686	3,768	3,139
European Union (1)	187,726	272,597	294,300	333,519	343,475	329,481	297,527	291,090
EUROPE (17 countries)	**244,335**	**296,973**	**302,275**	**340,669**	**351,772**	**338,350**	**304,649**	**297,777**

NEW COACH AND BUS (OVER 5T) REGISTRATIONS BY COUNTRY

In units	1980	1990	1998	1999	2000	2001	2002	2003
Germany	6,058	4,235	5,219	5,691	5,684	5,544	5,185	5,048
Austria	676	450	493	698	706	531	667	706
Belgium	585	580	864	785	974	751	852	728
Denmark	579	311	611	464	419	334	499	389
Spain	1,511	2,376	2,972	3,090	2,738	2,998	2,734	2,945
Finland	625	429	337	381		225	290	282
France	**3,558**	**3,160**	**4,085**	**4,435**	**4,320**	**4,691**	**4,601**	**4,362**
Greece		625	173	519	374	654	153	790
Ireland		24	111	147	121	61	60	128
Italy		3,825	3,430	4,149	4,152	4,942	3,939	3,506
Luxembourg	53	57	98	117	108	136	84	119
Norway	684	380	518	428	427	455	516	501
Netherlands	1,082	1,069	508	643	949	839	690	871
Portugal		482	581	541	806	744	497	731
United Kingdom	5,792	3,324	4,571	4,747	4,496	3,822	4,097	4,714
Sweden	943	863	814	1,019	1,071	982	895	849
Switzerland	371	580	289	341	491	527	474	498
European Union (1)	17,707	20,068	24,867	27,426	26,918	27,254	25,243	26,168
EUROPE (17 countries)	**22,517**	**22,770**	**25,674**	**28,195**	**27,836**	**28,236**	**26,233**	**27,167**

(1) European Union: 9 countries in 1980; 10 countries in 1985; 12 countries between 1990 and 1994; 15 countries since 1995.

World production of French manufacturers

In 1998, French manufacturers began reporting their production as the number of vehicles assembled at the roll-out location. The concept of KD and CKD units has been abandoned. Aggregate data for 1996 and detailed data for 1997 have been restated using the new definitions.

WORLD VEHICLE PRODUCTION BY MAKE

In units	1980	1990	1998	1999	2000	2001	2002	2003
Citroën	536,415	783,224	958,966	999,162	1,168,470	1,229,983	1,314,958	1,386,563
Peugeot	734,461	1,369,359	1,310,686	1,496,872	1,708,968	1,905,986	1,947,281	1,923,805
PSA Peugeot Citroën (1)	**1,647,221**	**2,152,583**	**2,269,652**	**2,496,034**	**2,877,438**	**3,135,969**	**3,262,239**	**3,310,368**
Renault	1,659,099	1,571,264	2,197,395	2,257,441	2,356,616	2,253,982	2,169,710	2,195,872
Dacia	–	–	–	–	55,183	52,283	57,376	72,655
Renault Samsung Motors	–	–	–	–	14,517	68,679	116,963	117,629
Renault-Dacia-Samsung (2)	**1,659,099**	**1,571,264**	**2,197,395**	**2,257,441**	**2,426,316**	**2,374,944**	**2,344,049**	**2,386,156**
CBM	105							
Renault Trucks (3)	54,086	60,263	84,581	87,436	96,040	57,218	55,666	52,355
of which Mack Trucks	–	15,423	32,877	39,028	34,562	–	–	–
Etalmobil (Sovam)	113	75	43	66	44	58	43	39
Unic	17,809							
Heuliez (4)	–	231	281	345	391	–	–	–
Irisbus-Renault (4)	–	–	–	2,355	2,547	–	–	–
TOTAL	**3,378,433**	**3,784,416**	**4,551,952**	**4,843,677**	**5,402,776**	**5,568,189**	**5,661,997**	**5,748,918**
KD units	616,466	287,512						

COMMERCIAL VEHICLE PRODUCTION (ALL WEIGHTS, INCLUDING COACHES, BUSES AND ROAD TRACTORS) BY MAKE

In units	1980	1990	1998	1999	2000	2001	2002	2003
Citroën	49,034	93,259	161,580	153,242	192,238	190,000	185,461	197,858
Peugeot	127,428	81,439	163,398	168,150	186,917	187,664	182,655	177,869
PSA Peugeot Citroën (1)	**200,979**	**174,698**	**324,978**	**321,392**	**379,155**	**377,664**	**368,116**	**375,727**
Renault	166,760	254,334	254,663	275,510	312,801	318,427	265,947	256,674
Dacia	–	–	–	–	12,580	10,840	12,942	18,931
Renault-Dacia-Samsung (2)	**166,760**	**254,334**	**254,663**	**275,510**	**325,381**	**329,267**	**278,889**	**275,605**
CBM	105							
Renault Trucks (3)	54,086	60,263	84,581	87,436	96,040	57,218	55,666	52,355
of which Mack Trucks	–	15,423	32,877	39,028	34,562	–	–	–
Etalmobil (Sovam)	113	75	43	66	44	58	43	39
Unic	17,809							
Heuliez (4)	–	231	281	345	391	–	–	–
Irisbus-Renault (4)	–	–	–	2,355	2,547	–	–	–
TOTAL	**439,852**	**489,601**	**664,546**	**687,104**	**803,558**	**764,207**	**702,714**	**703,726**
KD units	68,587	79,271						

(1) Including Talbot up to 1985.
(2) Renault acquired Dacia in 1999 and Samsung Motors' assets in September 2000. In addition, the Renault Trafic 2 is manufactured by IBC, a General Motors subsidiary in the United Kingdom, whose production is not consolidated above.
(3) Mack was included in Renault V.I. between 1990 and 2000. In 2001, Renault and AB Volvo pooled their truck operations. Renault V.I. was renamed Renault Trucks.
(4) On January 1, 1999, Renault V.I. (Renault Trucks) sold its coach and bus business to Irisbus, part of Iveco.

VEHICLE PRODUCTION IN FRANCE BY FRENCH AND FOREIGN AUTOMOBILE MANUFACTURERS

In units	1980	1990	1998	1999	2000	2001	2002	2003
Foreign manufacturers								
Fiat	–	–	21,539	24,672	10,377	6,945	9,063	14,730
Lancia	–	–	2,490	3,299	2,265	1,852	5,232	10,192
Smart	–	–	20,722	80,604	101,365	119,853	122,943	128,339
Toyota	–	–	0	0	0	62,156	136,972	183,732
Passenger cars	**–**	**–**	**44,751**	**108,575**	**114,007**	**190,806**	**274,210**	**336,993**
Light commercial vehicles (Fiat)	**–**	**–**	**24,470**	**25,409**	**39,428**	**39,374**	**30,396**	**23,039**
Heavy trucks (Scania)	**–**	**–**	**9,606**	**9,970**	**10,710**	**8,254**	**8,917**	**9,663**
Irisbus-Heuliez	–	–	–	–	–	423	442	429
Irisbus	–	–	–	–	–	2,628	1,705	1,494
Evobus	–	–	430	465	535	521	442	470
Scania	–	–	20	16	0	0	0	0
Coaches and buses	**–**	**–**	**450**	**481**	**535**	**3,572**	**2,589**	**2,393**
Total foreign makes	**–**	**–**	**79,277**	**144,435**	**164,680**	**242,006**	**316,112**	**372,088**
French manufacturers								
Total French makes	**–**	**–**	**2,874,864**	**3,035,731**	**3,183,681**	**3,386,412**	**3,385,758**	**3,247,968**
French and foreign automobile manufacturers								
Total	**–**	**–**	**2,954,141**	**3,180,166**	**3,348,361**	**3,628,418**	**3,701,870**	**3,620,056**

Source: CCFA.

World production of French manufacturers

PASSENGER CAR PRODUCTION (BUILT-UP UNITS) BY MAKE

In units	1980	1990	1998	1999	2000	2001	2002	2003
Citroën	536,366	689,965	797,386	845,920	976,232	1,039,983	1,129,497	1,188,705
Peugeot	607,033	1,287,920	1,147,288	1,328,722	1,522,051	1,718,322	1,764,626	1,745,936
PSA Peugeot Citroën (1)	**1,446,242**	**1,977,885**	**1,944,674**	**2,174,642**	**2,498,283**	**2,758,305**	**2,894,123**	**2,934,641**
Renault	1,492,339	1,316,930	1,942,732	1,981,931	2,043,815	1,935,555	1,903,763	1,939,198
Dacia	–	–	–	–	42,603	41,443	44,434	53,724
Renault Samsung Motors	–	–	–	–	14,517	68,679	116,963	117,629
Renault-Dacia-Samsung (1)	**1,492,339**	**1,316,930**	**1,942,732**	**1,981,931**	**2,100,935**	**2,045,677**	**2,065,160**	**2,110,551**
TOTAL	**2,938,581**	**3,294,815**	**3,887,406**	**4,156,573**	**4,599,218**	**4,803,982**	**4,959,283**	**5,045,192**
KD units	467,879	208,241	–	–	–	–	–	–
of which production in France	–	–	2,558,231	2,675,892	2,765,803	2,990,743	3,018,587	2,883,336
Citroën	–		541,834	542,193	504,323	558,073	579,034	597,930
Peugeot	–	–	825,317	969,606	1,094,756	1,254,296	1,304,259	1,208,461
PSA Peugeot Citroën (1)	**–**	**–**	**1,367,151**	**1,511,799**	**1,599,079**	**1,812,369**	**1,883,293**	**1,806,391**
Renault	–	–	1,191,080	1,164,093	1,166,724	1,178,374	1,135,294	1,076,945
Renault-Dacia-Samsung (1)	**–**	**–**	**1,191,080**	**1,164,093**	**1,166,724**	**1,178,374**	**1,135,294**	**1,076,945**

(1) See footnotes on page 54.

PASSENGER CAR PRODUCTION BY MODEL, 2003

In units	Make and model	World production	Production in France	Production outside France
PSA Peugeot Citroën		**2,934,641**	**1,806,391**	**1,128,250**
Citroën		**1,188,705**	**597,930**	**590,775**
	SAXO	55,120	55,120	
	C2	70,024	70,024	
	C3	370,549	233,695	136,854
	ZX	95,952		95,952
	XSARA	350,734	100,651	250,083
	XANTIA	3,840		3,840
	C5	110,712	110,712	
	C8	27,728	27,728	
	BERLINGO	104,046		104,046
Peugeot		**1,745,936**	**1,208,461**	**537,475**
	106	34,584	34,584	
	206	787,495	459,733	327,762
	306	1,248		1,248
	307	565,691	565,690	1
	405	127,913		127,913
	406	100,956	91,217	9,739
	407	679	679	
	504	3,216		3,216
	607	21,528	21,528	
	807	35,030	35,030	
	PARTNER	67,596		67,596
Renault-Dacia-Samsung		**2,110,551**	**1,076,945**	**1,033,606**
Renault		**1,939,198**	**1,076,945**	**862,253**
	TWINGO	122,082	117,320	4,762
	CLIO	666,262	191,248	475,014
	MEGANE	762,592	382,720	379,872
	LAGUNA	192,470	192,470	
	VEL SATIS	13,127	13,127	
	AVANTIME	1,399	1,399	
	ESPACE	66,553	66,553	
	KANGOO	114,713	112,108	2,605
Dacia		**53,724**	**0**	**53,724**
	CLASIC	14,155		14,155
	SOLENZA	37,131		37,131
	SUPERNOVA	2,438		2,438
Renault Samsung Motors		**117,629**	**0**	**117,629**
	SM3	32,631		32,631
	SM5	84,998		84,998
TOTAL		**5,045,192**	**2,883,336**	**2,161,856**

Source: CCFA.

World production of French manufacturers

LIGHT COMMERCIAL VEHICLE (UP TO 5T) PRODUCTION BY MAKE

In units	1980	1990	1998	1999	2000	2001	2002	2003
Citroën	49,034	93,259	161,580	153,242	192,238	190,000	185,461	197,858
Peugeot	127,428	81,439	163,398	168,150	186,917	187,664	182,655	177,869
PSA Peugeot Citroën (1)	**200,979**	**174,698**	**324,978**	**321,392**	**379,155**	**377,664**	**368,116**	**375,727**
Renault	166,760	254,334	254,663	275,510	312,801	318,427	265,947	256,674
Dacia	–	–	–	–	12,580	10,840	12,942	18,931
Renault-Dacia-Samsung (1)	**166,760**	**254,334**	**254,663**	**275,510**	**325,381**	**329,267**	**278,889**	**275,605**
Renault Trucks (1)	11,632	7,464	4,215	5,045	8,321	8,335	7,944	6,762
Other	86	71	43	64	42	38	42	37
TOTAL	**379,457**	**436,567**	**583,899**	**602,011**	**712,899**	**715,304**	**654,991**	**658,131**
KD units	68,587	79,271	–	–	–	–	–	–
of which production in France	–	–	277,074	320,708	370,538	355,969	328,593	328,246
Citroën	–	–	43,060	44,482	53,561	46,376	44,189	51,168
Peugeot	–	–	46,900	58,503	67,629	67,022	66,789	64,111
PSA Peugeot Citroën (1)	**–**	**–**	**89,960**	**102,985**	**121,190**	**113,398**	**110,978**	**115,279**
Renault	–	–	182,856	212,614	240,985	234,198	209,629	206,168
Renault-Dacia-Samsung (1)	**–**	**–**	**182,856**	**212,614**	**240,985**	**234,198**	**209,629**	**206,168**
Renault Trucks (1)	–	–	4,215	5,045	8,321	8,335	7,944	6,762
Other	–	–	43	64	42	38	42	37

(1) See footnotes on page 54.

LIGHT COMMERCIAL VEHICLE PRODUCTION BY MODEL, 2003

In units	Make and model	World production	Production in France	Production outside France
PSA Peugeot Citroën		**375,727**	**115,279**	**260,448**
Citroën		**197,858**	**51,168**	**146,690**
	SAXO	4,769	4,769	
	C2	1,011	1,011	
	C3	12,570	12,570	
	XSARA	3,031	3,031	
	C15	29,186		29,186
	BERLINGO	75,402		75,402
	JUMPY	29,787	29,787	
	JUMPER	42,102		42,102
Peugeot		**177,869**	**64,111**	**113,758**
	106	1,277	1,277	
	206	28,984	26,616	2,368
	307	7,654	7,654	
	807	35	35	
	PARTNER	68,135		68,135
	EXPERT	28,529	28,529	
	BOXER	40,639		40,639
	J9	2,616		2,616
Renault-Dacia-Samsung		**275,605**	**206,168**	**69,437**
Renault		**256,674**	**206,168**	**50,506**
	TWINGO	1,115	1,115	
	CLIO	45,442	6,236	39,206
	MEGANE	8,438	2,350	6,088
	KANGOO	115,764	111,895	3,869
	MASTER	75,449	74,106	1,343
	MASCOTT	10,466	10,466	
Dacia		**18,931**	**0**	**18,931**
	Pick-ups/small vans	18,931		18,931
Renault Trucks	**6,762**	**6,762**	**0**	
	MASCOTT	6,762	6,762	
Other		**37**	**37**	
	Etalmobil	37	37	
TOTAL		**658,131**	**328,246**	**329,885**

Source: CCFA

World production of French manufacturers

HEAVY TRUCK (5T AND OVER) PRODUCTION BY MAKE

In units	1980	1990	1998	1999	2000	2001	2002	2003
Renault Trucks [1]	39,475	50,493	77,791	82,391	87,719	48,883	47,722	45,593
of which Mack Trucks	–	15,423	32,877	39,028	34,562	–	–	–
Other [2]	17,836	4	–	2	2	20	1	2
TOTAL	**57,311**	**50,497**	**77,791**	**82,393**	**87,721**	**48,903**	**47,723**	**45,595**
of which production in France	–	–	36,893	36,431	44,402	39,700	38,578	36,386
Renault Trucks [1]	–	–	36,893	36,429	44,400	39,680	38,577	36,384
Other [2]	–	–	0	2	2	20	1	2

(1) Mack was included in Renault V.I. between 1990 and 2000. In 2001, Renault and AB Volvo pooled their truck operations. Renault V.I. was renamed Renault Trucks.
(2) Of which Unic up to 1984.

COACH AND BUS (OVER 5T) PRODUCTION BY MAKE

In units	1980	1990	1998	1999	2000	2001	2002	2003
Renault Trucks [1]	2,979	2,306	2,575	–	-	–	–	–
CBM	105							
Heuliez [2]	–	231	281	345	391	–	–	–
Irisbus-Renault [2]	–	–	–	2,355	2,547	–	–	–
TOTAL	**3,084**	**2,537**	**2,856**	**2,700**	**2,938**	**–**	**–**	**–**
of which production in France	–	–	2,666	2,700	2,938	–	–	–
Renault Trucks [1]	–	–	2,385	–	–	–	–	–
Heuliez [2]	–	–	281	345	391	–	–	–
Irisbus-Renault [2]	–	–	–	2,355	2,547	–	–	–

(1) From 1986 to 1990, the bus subframes supplied by Renault V.I. are included in Heuliez production.
(2) On January 1, 1999 Renault V.I. (Renault Trucks) sold its coach and bus business to Irisbus, part of Iveco.

HEAVY TRUCK (OVER 5T) PRODUCTION, 2003

In units	Make and model	World production	Production in France	Production outside France
Trucks				
Commercial vehicles: 5 to 6 tonnes		**3,035**	**3,035**	**0**
	Mascott	3,035	3,035	
Mid range: 7 to 16 tonnes		**12,759**	**10,285**	**2,474**
	Midliner	1,170		1,170
	Midlum	11,589	10,285	1,304
High range: more than 16 tonnes		**12,210**	**6,807**	**5,403**
	Premium	6,362	6,362	
	Magnum	438	438	
	Kerax	5,410	7	5,403
Total Renault Trucks trucks		28,004	20,127	7,877
Road tractors				
	Midlum	42	42	
	Premium	9,205	9,137	68
	Magnum	7,078	7,078	
	Kerax	1,264		1,264
Total Renault Trucks road tractors		17,589	16,257	1,332

Source: CCFA.

Production

LIGHT COMMERCIAL VEHICLE PRODUCTION (UP TO 5T) BY TYPE

In units	1980	1990	1998 (1)	1999	2000	2001	2002	2003
Passenger car derivatives								
Citroën	26,904	22,942	24,553	24,020	29,449	21,658	19,330	21,381
Peugeot	69,411	55,208	30,963	33,051	41,451	40,296	40,262	37,950
PSA Peugeot Citroën (2)	103,229	78,150	55,516	57,071	70,900	61,954	59,592	59,331
Renault	30,420	56,245	52,429	57,744	60,320	89,375	60,992	54,995
TOTAL	**133,649**	**134,395**	**107,945**	**114,815**	**131,220**	**151,329**	**120,584**	**114,326**
Small vans								
Citroën	45,573	67,257	89,067	75,530	100,832	104,381	102,250	104,588
Peugeot	27,002	18,537	60,460	57,888	70,443	74,468	71,329	68,135
PSA Peugeot Citroën (2)	90,178	85,794	149,527	133,418	171,275	178,849	173,579	172,723
Renault	126,779	129,335	125,146	131,506	147,670	131,712	113,752	115,764
TOTAL	**216,957**	**215,129**	**274,673**	**264,924**	**318,945**	**310,561**	**287,331**	**288,487**
Large vans								
Citroën	23,813	32,209	47,960	53,692	61,957	63,961	63,881	71,889
Peugeot	33,031	47,623	71,975	77,211	75,023	72,900	71,064	71,784
PSA Peugeot Citroën (2)	56,844	79,832	119,935	130,903	136,980	136,861	134,945	143,673
Renault	40,508	84,681	81,303	91,305	104,811	97,340	91,204	85,915
Renault Trucks	–	–	–	–	8,321	8,335	7,943	6,762
Sovam-Etalmobil	86	71	43	64	42	38	42	37
TOTAL	**97,438**	**164,584**	**201,281**	**222,272**	**250,154**	**242,574**	**234,134**	**236,387**
4WD vehicles								
Peugeot		1,730						
Pickups, small vans								
Dacia	–	–	–	–	12,580	10,840	12,942	18,931

(1) World production of French manufacturers as of 1997.
(2) Including Talbot up to 1985.
Source: CCFA.

COMMERCIAL VEHICLE PRODUCTION (INCLUDING COACHES AND BUSES) BY WEIGHT AND ENGINE TYPE

GAS: Gasoline
D: Diesel
EL: Electric
G: CNG or LPG

In units		1980	1990	1998 (1)	1999	2000	2001	2002	2003
Up to 3.5t		318,633	402,994	470,771	462,030	577,926	602,234	534,420	537,107
	GAS	281,031	128,422	58,018	42,555	55,883	73,684	43,211	32,972
	D	37,602	274,572	411,383	418,635	521,229	528,011	490,927	503,837
	EL			1,370	840	814	539	282	298
3.5t to 5.1t		60,824	33,573	113,128	139,981	134,973	113,070	120,571	121,024
	GAS	14,675	1,961	2,832	1,742	1,724	721	539	607
	D	46,149	31,612	110,296	138,239	133,249	112,349	120,032	120,417
	EL								
5.1t to 12t	D	25,538	6,377	5,833	5,428	13,593	10,892	11,383	10,070
12t to 16t	D	12,541	8,251	7,806	6,481	5,009	4,537	4,253	5,095
16t to 20t	D	6,909	5,518	6,614	6,788	7,304	7,635	8,099	7,022
20t and over	D	3,054	3,650	5,197	5,241	6,255	6,797	5,926	5,819
Road tractors	D	9,269	11,278	19,464	19,427	20,998	19,042	18,062	17,589
Coaches and buses		3,084	2,548	2,856	2,700	2,938	–	–	–
	D	3,035		2,809	2,494	2,606	–	–	–
	G			47	206	332	–	–	–
	GAS	49					–	–	–
Total gasoline		**295,706**	**130,383**	**60,850**	**44,297**	**57,607**	**74,405**	**43,750**	**33,579**
Total diesel		**144,097**	**343,806**	**569,402**	**602,733**	**710,243**	**689,263**	**658,682**	**669,849**
Total electric		**49**	**0**	**1,370**	**840**	**814**	**539**	**282**	**298**
Total CNG or LPG				**47**	**206**	**332**	**–**	**–**	**–**
TOTAL ALL CATEGORIES		**439,852**	**474,189**	**631,669**	**648,076**	**768,996**	**764,207**	**702,714**	**703,726**

(1) World production of French manufacturers as of 1997.

Source: CCFA.

Exports [1]

NEW PASSENGER CAR EXPORTS OF FRENCH MANUFACTURERS BY MAKE

In units	1980	1990	1998	1999	2000	2001	2002	2003
Citroën	269,223	429,937	576,975	593,127	690,690	745,651	833,681	905,687
Peugeot	298,589	764,606	825,669	928,438	1,070,846	1,224,949	1,314,094	1,349,982
PSA Peugeot Citroën [2]	750,090	1,194,543	1,402,644	1,521,565	1,761,536	1,970,600	2,147,775	2,255,669
Renault	779,562	687,455	1,358,858	1,368,799	1,412,911	1,324,068	1,321,606	1,382,536
TOTAL	**1,529,652**	**1,881,998**	**2,761,502**	**2,890,364**	**3,174,447**	**3,294,668**	**3,469,381**	**3,638,205**

NEW LIGHT COMMERCIAL VEHICLE EXPORTS OF FRENCH MANUFACTURERS BY MAKE (UP TO 5T)

In units	1980	1990	1998	1999	2000	2001	2002	2003
Citroën	16,521	41,209	92,112	84,371	113,113	118,073	120,408	125,896
Peugeot	74,050	58,034	99,334	100,458	116,063	110,824	109,880	110,799
PSA Peugeot Citroën [2]	103,921	99,243	191,446	184,829	229,176	228,897	230,288	236,695
Renault	36,535	96,657	144,258	156,682	184,839	182,601	145,266	143,216
Renault Trucks	4,126	2,137	–	–	–	–	–	–
Etalmobil	2	12	2	2	10	10	6	5
TOTAL	**144,584**	**198,049**	**335,706**	**341,513**	**414,025**	**411,508**	**375,560**	**379,916**

NEW PASSENGER CAR AND LIGHT COMMERCIAL VEHICLE EXPORTS OF FRENCH MANUFACTURERS BY MAKE

In units	1980	1990	1998	1999	2000	2001	2002	2003
Citroën	285,744	471,146	669,087	677,498	803,803	863,724	954,089	1,031,583
Peugeot	372,639	822,640	925,003	1,028,896	1,186,909	1,335,773	1,423,974	1,460,781
PSA Peugeot Citroën [2]	854,011	1,293,786	1,594,090	1,706,394	1,990,712	2,199,497	2,378,063	2,492,364
Renault	816,097	784,112	1,503,116	1,525,481	1,597,750	1,506,669	1,466,872	1,525,752
Renault Trucks	4,126	2,137	–	–	–	–	–	–
Etalmobil	2	12	2	2	10	10	6	5
TOTAL	**1,674,236**	**2,080,047**	**3,097,208**	**3,231,877**	**3,588,472**	**3,706,176**	**3,844,941**	**4,018,121**

NEW HEAVY TRUCK, COACH AND BUS EXPORTS OF FRENCH MANUFACTURERS BY MAKE (OVER 5T)

In units	1980	1990	1998	1999	2000	2001	2002	2003
Renault Trucks	18,854	15,451	25,583	23,410	30,198	28,256	27,600	27,522
Irisbus-Renault	–	–	–	329	293	–	–	–
Unic	14,689							
Divers		2				10	1	2
TOTAL	**33,543**	**15,453**	**25,583**	**23,739**	**30,491**	**28,266**	**27,601**	**27,524**

(1) As of 1996, exports of vehicles of French manufacturers include both assembled vehicles and KD/CKD units. Deliveries to French Overseas Departments are no longer counted in exports.

(2) Including Talbot up to 1985.

Source: CCFA.

Exports of French manufacturers (1)

NEW PASSENGER CAR EXPORTS BY DESTINATION

In units	1980	1990	1998	1999	2000	2001	2002	2003
Europe	1,202,834	1,645,276	2,368,982	2,530,391	2,636,150	2,666,696	2,766,527	2,874,729
of which: European Union (2)	946,760	1,479,316	2,082,493	2,243,906	2,261,904	2,400,035	2,426,637	2,449,696
Germany	202,939	277,424	365,866	392,945	337,743	352,483	369,097	379,668
Austria	35,775	36,175	39,129	41,615	41,510	43,790	51,626	46,587
Belgium/Luxembourg	105,966	144,896	130,573	144,947	172,806	177,410	170,568	176,247
Denmark	4,059	13,919	35,776	32,927	30,239	36,302	42,662	28,426
Spain	100,640	297,846	489,826	553,610	556,934	545,442	514,938	539,194
Greece		11,458	33,843	49,668	54,270	50,897	50,527	43,131
Italy	381,626	324,952	327,617	356,561	353,616	363,509	392,163	446,294
Netherlands	84,063	95,340	115,506	122,904	120,438	137,705	140,469	136,065
Portugal	14,729	59,459	66,634	82,547	68,375	77,841	75,494	64,151
United Kingdom	156,071	245,989	414,289	395,105	432,507	530,527	523,524	499,392
Sweden	13,060	18,001	19,525	26,642	31,473	32,809	42,068	42,154
of which: CEEC/CIS	23,619	31,569	123,490	147,342	164,814	182,116	251,064	285,723
Hungary		2,040	12,160	16,936	23,887	27,599	37,856	44,117
Poland		806	53,305	64,257	59,093	53,189	69,399	83,026
of which: Switzerland	51,821	43,832	40,134	42,500	45,654	49,213	46,219	44,130
of which: Turkey		13,069	107,755	82,482	148,264	17,970	24,679	76,958
Africa	133,213	45,675	31,651	45,988	69,865	75,888	85,691	81,194
of which: South Africa	22,439	0	2,460	4,376	13,913	14,247	14,256	15,998
North Africa	15,542	20,432	15,923	27,115	37,236	37,986	52,147	48,374
Nigeria	61,133	8,319	5,378	6,911	8,860	9,679	6,685	6,133
North and South America	145,204	29,360	166,651	151,116	230,270	221,704	202,375	216,560
of which: Argentina	11,899	516	126,253	85,156	97,605	42,306	16,586	31,277
Brazil			15,467	37,291	80,205	117,293	110,187	104,798
Colombia	11,885	9,112	10,640	8,386	16,659	23,237	20,222	18,539
Mexico		20	0	182	1,408	8,718	26,225	42,006
Asia	26,178	96,645	127,593	94,819	166,261	251,715	333,598	338,732
of which: Japan	883	14,264	9,052	9,161	15,976	22,218	23,640	24,288
China		3,960	48,997	40,754	54,334	56,000	88,281	106,895
Iran	12,836	29,852	35,132	10,805	45,722	106,549	158,923	199,179
Pacific	6,290	5,761	8,481	8,258	9,984	14,530	18,466	19,849
of which: Australia	2,398	820	3,674	2,766	2,765	5,544	8,735	10,410
TOTAL	1,529,652	1,881,998	2,761,502	2,890,364	3,174,447	3,294,668	3,469,381	3,638,205
KD units	471,744	208,241						

NEW COMMERCIAL VEHICLE EXPORTS BY DESTINATION

In units	1980	1990	1998	1999	2000	2001	2002	2003
Europe	88,235	174,998	297,046	311,477	379,289	388,838	357,282	360,169
of which: European Union (2)	74,382	156,268	249,666	266,885	312,421	316,164	291,614	283,723
Germany	17,490	23,581	32,482	42,414	50,081	51,850	45,821	39,672
Austria	2,185	3,702	4,678	3,972	4,697	4,709	3,679	4,290
Belgium/Luxembourg	11,455	18,383	20,859	20,729	22,857	28,055	21,373	22,499
Spain	71	44,110	53,565	58,027	57,516	53,810	54,586	58,112
Italy	26,207	19,923	24,936	28,608	35,910	32,990	34,902	29,525
Netherlands	8,234	7,995	23,452	19,826	23,087	21,297	17,685	19,059
Portugal	2,805	14,291	24,806	26,109	34,551	33,751	27,426	24,713
United Kingdom	8,390	21,127	45,428	45,919	55,647	62,351	60,292	62,970
Switzerland	3,317	2,921	3,065	3,715	4,293	4,608	4,266	4,596
of which: CEEC/CIS	361	2,781	22,592	20,069	25,100	52,135	41,316	45,949
Poland	301	97	6,591	4,048	5,624	13,819	6,136	8,633
Africa	75,802	18,320	16,535	14,393	16,074	20,838	18,584	19,140
of which: North Africa	18,334	8,588	13,010	11,426	13,509	16,116	15,553	15,348
North and South America	5,875	5,453	37,483	28,576	36,682	17,846	14,167	16,325
Asia	6,930	11,302	6,095	6,917	8,260	8,605	8,066	8,241
Pacific	776	1,364	1,439	1,369	1,797	1,725	1,878	1,744
TOTAL	178,126	213,502	361,289	365,252	444,516	439,774	403,161	407,440
KD units	39,428	12,207						

(1) As of 1996, exports of vehicles of French manufacturers include both assembled vehicles and KD/CKD units. Deliveries to French Overseas Departments are no longer counted in exports.

(2) European Union: 9 countries in 1980; 10 countries in 1985; 12 countries between 1990 and 1994; 15 countries since 1995.

Source: CCFA.

Registrations

NEW PASSENGER CAR REGISTRATIONS BY MAKE

In units	1980	1990	1998	1999	2000	2001	2002	2003
Citroën	270,983	266,822	225,209	235,339	261,508	295,382	288,550	271,455
Peugeot	293,461	498,481	322,330	390,031	397,547	466,554	431,678	379,227
PSA Peugeot Citroën (1)	685,318	765,303	547,539	625,370	659,055	761,936	720,228	650,682
Renault	759,312	639,440	564,473	602,530	602,415	599,857	579,618	546,014
Other France	56	146	136	64	63	68	65	84
Total France (2)	**1,444,686**	**1,404,889**	**1,112,148**	**1,227,964**	**1,261,533**	**1,361,861**	**1,299,911**	**1,196,780**
Alfa Roméo	25,380	15,916	10,276	12,324	12,774	19,471	17,342	13,908
Audi	17,455	32,762	32,659	36,920	34,937	40,105	41,254	37,301
BMW	17,239	29,580	28,498	31,016	31,576	35,836	34,076	31,551
Chrysler	16	4,084	4,916	4,776	4,827	6,418	5,762	5,571
Daewoo	–	–	10,860	12,124	11,731	5,835	4,312	1,887
GM Daewoo								2,600
Daihatsu	–	0	491	631	1,043	739	680	964
Fiat	53,147	128,822	114,290	103,976	95,983	86,741	69,401	55,942
Ford	68,426	159,575	133,259	148,707	117,061	108,452	100,087	91,678
Honda	8,293	14,002	14,095	15,270	8,716	6,455	6,377	5,547
Hyundai	–	0	6,586	8,448	11,019	13,509	18,575	23,124
Jaguar	269	1,290	769	1,327	1,939	2,235	2,363	2,077
Jeep	–	3,824	1,736	2,700	3,001	2,528	3,030	2,907
Kia	–	0	1,745	1,611	2,631	2,015	1,572	4,304
Lada	13,069	15,758	586	1,730	1,867	2,182	1,856	1,861
Lancia	6,801	18,225	5,623	4,462	5,864	5,364	2,065	1,971
Land,Rover	237	3,611	4,966	7,756	7,570	6,608	5,603	5,604
Mazda	13,021	18,563	7,572	8,240	6,366	4,336	7,030	9,807
Mercedes	14,430	28,605	36,307	40,918	43,389	52,069	56,695	51,390
Mini	–	–	–	–	–	1,781	9,263	10,644
Mitsubishi	2,788	4,298	5,043	6,815	5,575	8,224	7,345	7,836
Nissan	17,700	25,707	27,878	25,919	31,330	28,895	30,112	39,840
Opel	32,709	113,490	120,908	140,945	133,576	137,831	122,549	120,758
Porsche	1,060	1,297	595	678	825	940	1,032	1,602
Rover	20,690	41,147	22,520	17,203	13,474	8,476	5,875	5,080
Saab	179	2,459	3,913	3,629	3,265	3,700	3,575	2,898
Santana	–	1,746	3,386	4,298	4,231	702	11	0
Seat	306	48,052	31,543	38,249	40,562	42,177	37,409	34,608
Skoda	1,636	1,825	9,344	11,172	11,570	13,156	14,033	12,555
Smart	–	–	713	4,064	6,645	7,630	8,231	8,904
Ssangyong	–	0	808	469	19	2	1	0
Subaru	–	0	1,581	2,649	2,312	1,911	1,930	1,498
Suzuki	–	0	7,839	10,966	11,355	13,650	12,351	13,411
Toyota-Lexus	13,095	15,839	28,684	40,889	43,698	51,853	64,622	72,199
Volkswagen	75,727	155,971	139,433	158,347	152,868	161,607	137,812	119,318
Volvo	8,207	12,415	9,417	9,083	6,777	7,228	8,544	8,668
Total foreign (2)	**428,516**	**904,241**	**831,405**	**920,459**	**872,351**	**892,871**	**845,160**	**812,466**
OVERALL TOTAL	**1,873,202**	**2,309,130**	**1,943,553**	**2,148,423**	**2,133,884**	**2,254,732**	**2,145,071**	**2,009,246**
French makes (%)	77.1%	60.8%	57.2%	57.2%	59.1%	60.4%	60.6%	59.6%
Foreign makes (%)	22.9%	39.2%	42.8%	42.8%	40.9%	39.6%	39.4%	40.4%

(1) Including Talbot up to 1985.
(2) Including others.

USED PASSENGER CAR REGISTRATIONS

In units	1980	1990	1998	1999	2000	2001	2002	2003
OVERALL TOTAL	**4,441,423**	**4,758,750**	**4,685,987**	**4,895,953**	**5,082,122**	**5,395,623**	**5,457,129**	**5,321,638**
Ratio used/new	2.4	2.1	2.4	2.3	2.4	2.4	2.5	2.6

USED LIGHT COMMERCIAL VEHICLE REGISTRATIONS

In units	1980	1990	1998	1999	2000	2001	2002	2003
OVERALL TOTAL		**644,925**	**631,796**	**643,305**	**651,033**	**665,551**	**692,593**	**696,806**
Ratio used/new		1.6	1.8	1.7	1.6	1.5	1.7	1.8

Registrations

NEW DIESEL PASSENGER CAR REGISTRATIONS BY MAKE

In units	1980	1990	1998	1999	2000	2001	2002	2003
Citroën	24,158	111,881	94,427	119,091	138,628	187,893	192,341	182,127
Peugeot	65,199	189,322	135,349	180,810	206,153	270,900	277,797	261,237
PSA Peugeot Citroën (1)	89,357	301,203	229,776	299,901	344,781	458,793	470,138	443,364
Renault	45,862	205,374	218,804	241,694	257,909	312,506	351,329	368,705
Total France (2)	**135,219**	**506,577**	**448,609**	**541,613**	**602,711**	**771,322**	**821,494**	**812,105**
Alfa Roméo	–	2,524	3,564	6,256	7,444	10,789	12,098	10,682
Audi	19,591	13,495	25,010	27,414	25,901	31,144	33,934	32,524
BMW/Mini	–	8,271	14,667	18,001	21,065	22,703	24,331	26,463
Chrysler/Jeep	–	–	3,537	4,300	4,161	3,775	6,582	7,226
Fiat-Lancia	10,352	33,913	33,392	34,495	38,337	41,271	33,561	29,071
Ford	1,833	56,331	41,769	59,133	58,896	59,563	64,624	63,856
Hyundai	–	–	1,461	3,696	5,510	7,598	12,195	15,018
Land Rover	–	2,980	3,598	5,223	5,656	4,907	4,606	5,204
Mazda	–	5,200	1,744	3,518	3,204	2,605	4,767	6,348
Mercedes	10,635	15,676	18,485	24,633	30,007	38,635	45,180	43,661
Mitsubishi	–	1,623	3,611	3,589	3,227	6,325	6,340	6,782
Nissan	694	4,982	11,949	11,150	15,533	16,734	19,038	23,124
Opel	6,178	28,218	40,597	57,662	63,726	72,536	72,893	73,346
Rover	–	4,419	10,697	8,526	7,480	5,221	4,014	3,695
Seat	–	14,367	18,078	23,224	27,861	30,029	28,340	26,508
Skoda	–	–	5,093	7,193	7,741	9,255	10,706	9,424
Suzuki	–	–	833	3,017	3,165	5,890	6,287	6,828
Toyota	–	3,594	13,480	15,054	12,282	16,964	36,262	43,695
Volkswagen	–	50,975	68,636	77,782	89,487	99,789	95,263	92,264
Volvo	1,198	4,097	4,715	5,530	4,786	4,678	7,047	7,397
Total foreign (2)	**50,815**	**255,477**	**332,374**	**405,876**	**443,774**	**496,439**	**533,439**	**541,809**
OVERALL TOTAL	**186,034**	**762,054**	**780,983**	**947,489**	**1,046,485**	**1,267,761**	**1,354,933**	**1,353,914**
% diesel	9.9%	33.0%	40.2%	44.1%	49.0%	56.2%	63.2%	67.4%
French makes (%)	72.7%	66.5%	57.4%	57.2%	57.6%	60.8%	60.6%	60.0%
Foreign makes (%)	27.3%	33.5%	42.6%	42.8%	42.4%	39.2%	39.4%	40.0%

(1) Including Talbot up to 1985.
(2) Including others.

NEW LIGHT COMMERCIAL VEHICLE REGISTRATIONS (UP TO 5T) BY MAKE

In units	1980	1990	1998	1999	2000	2001	2002	2003
Citroën	53,245	80,958	66,379	69,326	77,048	74,610	67,945	69,182
Peugeot	49,318	60,813	62,709	69,097	74,950	76,871	76,155	71,426
PSA Peugeot Citroën (1)	112,231	141,771	129,088	138,423	151,998	151,481	144,100	140,608
Renault	116,602	162,549	120,030	127,716	139,752	151,288	143,565	128,338
Other France	256	415	54	50	40	548	2,253	4,533
Total France	**229,089**	**304,735**	**249,172**	**266,189**	**291,790**	**303,317**	**289,918**	**273,479**
Fiat	8,326	10,139	20,370	23,203	25,253	26,894	22,637	14,569
Ford	9,099	16,080	19,558	19,243	18,110	18,900	13,990	16,328
Hyundai	–	–	366	189	588	834	653	858
Iveco	2,941	11,543	10,280	11,174	16,534	18,041	13,988	13,433
Land,Rover	645	2,718	1,399	1,674	1,857	1,805	1,489	1,431
Mazda	579	1,067	508	730	916	934	625	356
Mercedes	5,495	11,156	16,647	20,172	23,139	24,058	21,148	17,926
Mitsubishi	–	–	2,331	3,279	3,392	963	818	1,228
Nissan	861	5,063	3,768	4,525	5,197	4,905	5,347	7,164
Opel	664	2,408	5,162	6,622	7,561	8,519	10,037	10,140
Toyota	7,112	6,099	2,046	1,923	1,771	1,660	1,494	2,064
Volkswagen	8,091	9,673	11,530	12,205	13,819	13,056	11,327	8,916
Total foreign (2)	**48,798**	**89,060**	**97,947**	**109,230**	**123,176**	**130,555**	**115,001**	**108,140**
OVERALL TOTAL	**277,887**	**393,795**	**347,119**	**375,419**	**414,966**	**433,872**	**404,919**	**381,619**
French makes (%)	82.4%	77.4%	71.8%	70.9%	70.3%	69.9%	71.6%	71.7%
Foreign makes (%)	17.6%	22.6%	28.2%	29.1%	29.7%	30.1%	28.4%	28.3%

(1) Including Talbot up to 1985.
(2) Including others.

Registrations

NEW PASSENGER CAR AND LIGHT COMMERCIAL VEHICLE REGISTRATIONS BY MAKE

In units	1980	1990	1998	1999	2000	2001	2002	2003
Citroën	324,228	347,780	291,588	304,665	338,556	369,992	356,495	340,637
Peugeot	342,779	559,294	385,039	459,128	472,497	543,425	507,833	450,653
PSA Peugeot Citroën	797,549	907,074	676,627	763,793	811,053	913,417	864,328	791,290
Renault	875,914	801,989	684,503	730,246	742,167	751,145	723,183	674,352
Total France	**1,673,775**	**1,709,624**	**1,361,320**	**1,494,153**	**1,553,323**	**1,665,178**	**1,589,829**	**1,470,259**
Fiat	61,473	138,961	134,660	127,179	121,236	113,635	92,038	70,511
Ford	77,525	175,655	152,817	167,950	135,171	127,352	114,077	108,006
Land Rover	882	6,329	6,365	9,430	9,427	8,413	7,092	7,035
Mercedes	19,925	39,761	52,954	61,090	66,528	76,127	77,843	69,316
Nissan	18,561	30,770	31,646	30,444	36,527	33,800	35,459	47,004
Opel	33,373	115,898	126,070	147,567	141,137	146,350	132,586	130,898
Rover	20,812	41,343	22,612	17,294	13,564	8,520	5,906	5,097
Seat	306	51,999	32,980	39,905	42,230	43,452	38,343	35,390
Toyota	20,207	21,938	30,730	42,812	45,469	53,513	66,116	74,263
Volkswagen	83,818	165,644	150,963	170,552	166,687	174,663	149,139	128,234
Total foreign	**477,314**	**993,301**	**929,352**	**1,029,689**	**995,527**	**1,023,426**	**960,161**	**920,606**
OVERALL TOTAL	**2,151,089**	**2,702,925**	**2,290,672**	**2,523,842**	**2,548,850**	**2,688,604**	**2,549,990**	**2,390,865**
French makes (%)	77.8%	63.3%	59.4%	59.2%	60.9%	61.9%	62.3%	61.5%
Foreign makes (%)	22.2%	36.7%	40.6%	40.8%	39.1%	38.1%	37.7%	38.5%

NEW HEAVY TRUCK (OVER 5T) REGISTRATIONS BY MAKE

In units	1980	1990	1998	1999	2000	2001	2002	2003
Renault Trucks	17,984	20,453	18,489	19,774	20,818	21,104	20,174	17,116
Total France	**18,312**	**20,738**	**18,604**	**19,976**	**20,992**	**21,282**	**20,268**	**17,226**
DAF	1,881	3,460	3,297	3,849	4,365	5,431	5,123	4,969
Iveco	6,578	7,204	5,275	5,896	6,998	6,751	6,260	5,116
MAN	327	1,433	2,510	3,104	3,498	3,871	3,051	3,089
Mercedes	8,014	9,500	7,812	9,593	9,976	9,569	8,006	6,620
Scania	1,389	2,711	3,635	4,676	4,963	4,281	3,871	3,720
Volvo	3,724	4,647	6,021	6,317	6,739	6,152	4,496	4,468
Total foreign	**23,534**	**29,290**	**28,775**	**33,675**	**36,924**	**36,418**	**31,149**	**28,239**
OVERALL TOTAL	**41,846**	**50,028**	**47,379**	**53,651**	**57,916**	**57,700**	**51,417**	**45,465**
French makes (%)	43.8%	41.5%	39.3%	37.2%	36.2%	36.9%	39.4%	37.9%
Foreign makes (%)	56.2%	58.5%	60.7%	62.8%	63.8%	63.1%	60.6%	62.1%

USED HEAVY TRUCK (OVER 5T) REGISTRATIONS

In units	1980	1990	1998	1999	2000	2001	2002	2003
TOTAL	**–**	**–**	**–**	**–**	**59,056**	**58,577**	**57,174**	**58,141**

NEW COACH AND BUS (OVER 5T) REGISTRATIONS BY MAKE

In units	1980	1990	1998	1999	2000	2001	2002	2003
Renault	2,126	1,692	1,786	1,661	1,633	–	–	–
Other France	107	255	252	429	367	–	–	–
Kässbohrer-Setra	479	392	307	236	261	–	–	–
Mercedes	554	245	463	668	602	–	–	–
OVERALL TOTAL	**3,558**	**3,160**	**4,085**	**4,435**	**4,320**	**–**	**–**	**–**
Irisbus Group (1)	–	–	–	–	–	2,744	2,641	2,525
Evobus Group (2)	–	–	–	–	–	882	925	750
Van Hool	57	250	212	283	230	258	229	186
Neoman Bus Group (3)	–	–	–	–	–	183	164	281
Ponticelli	–	–	–	–	–	159	212	152
Other	–	–	–	–	–	465	430	468
OVERALL TOTAL	**–**	**–**	**–**	**–**	**–**	**4,691**	**4,601**	**4,362**

(1) Irisbus Group: Irisbus, Irisbus-Heuliez, Irisbus-Renault, Karosa and Iveco.
(2) Evobus Group: Kässbohrer and Mercedes.
(3) Neoman Bus Group: MAN and Neoplan.

Registrations

NEW VEHICLE REGISTRATIONS BY FRENCH REGION AND "DEPARTMENT"

	New passenger cars		New light commercial vehicles up to 5t		New trucks, coaches and buses over 5t (1)		Total commercial vehicles	
In units	2002	2003	2002	2003	2002	2003	2002	2003
01 Alsace	**66,934**	**62,278**	**12,990**	**10,904**	**1,662**	**1,504**	**14,652**	**12,408**
67 Bas-Rhin	35,368	32,675	8,339	6,796	895	832	9,234	7,628
68 Haut-Rhin	31,566	29,603	4,651	4,108	767	672	5,418	4,780
02 Aquitaine	**95,653**	**89,462**	**21,074**	**19,602**	**3,020**	**2,457**	**24,094**	**22,059**
24 Dordogne	10,150	9,609	2,491	2,351	475	334	2,966	2,685
33 Gironde	45,594	41,222	10,013	9,183	1,337	1,033	11,350	10,216
40 Landes	11,194	11,165	2,303	2,361	369	323	2,672	2,684
47 Lot-et-Garonne	9,091	8,920	2,158	1,751	362	289	2,520	2,040
64 Pyrénées-Atlantiques	19,624	18,546	4,109	3,956	477	478	4,586	4,434
03 Auvergne	**37,121**	**33,042**	**7,579**	**7,079**	**1,360**	**1,529**	**8,939**	**8,608**
03 Allier	9,802	8,476	1,759	1,764	296	262	2,055	2,026
15 Cantal	4,234	3,952	887	874	158	199	1,045	1,073
43 Haute-Loire	5,128	4,592	1,137	1,061	252	364	1,389	1,425
63 Puy-de-Dôme	17,957	16,022	3,796	3,380	654	704	4,450	4,084
04 Basse-Normandie	**36,751**	**34,795**	**8,689**	**7,799**	**1,518**	**1,412**	**10,207**	**9,211**
14 Calvados	18,786	17,461	4,422	4,110	870	852	5,292	4,962
50 Manche	10,864	10,770	2,616	2,147	336	316	2,952	2,463
61 Orne	7,101	6,564	1,651	1,542	312	244	1,963	1,786
05 Bourgogne	**51,191**	**46,912**	**10,647**	**10,064**	**1,579**	**1,270**	**12,226**	**11,334**
21 Côte-d'Or	18,436	16,471	3,976	3,642	545	402	4,521	4,044
58 Nièvre	7,019	6,676	1,316	1,236	244	167	1,560	1,403
71 Saône-et-Loire	15,551	14,349	3,163	3,097	508	430	3,671	3,527
89 Yonne	10,185	9,416	2,192	2,089	282	271	2,474	2,360
06 Bretagne	**83,564**	**77,349**	**19,089**	**17,943**	**3,461**	**3,121**	**22,550**	**21,064**
22 Côtes-d'Armor	14,787	13,096	3,320	3,186	560	503	3,880	3,689
29 Finistère	23,045	22,094	5,025	4,917	719	604	5,744	5,521
35 Ille-et-Vilaine	27,183	24,992	6,987	6,298	1,479	1,396	8,466	7,694
56 Morbihan	18,549	17,167	3,757	3,542	703	618	4,460	4,160
07 Centre	**75,009**	**69,168**	**16,528**	**15,343**	**3,026**	**2,912**	**19,554**	**18,255**
18 Cher	8,504	7,568	1,840	1,641	300	291	2,140	1,932
28 Eure-et-Loir	14,550	14,225	2,492	2,378	390	251	2,882	2,629
36 Indre	5,815	5,218	1,352	1,141	212	172	1,564	1,313
37 Indre-et-Loire	13,825	12,987	3,865	3,685	1,091	1,209	4,956	4,894
41 Loir-et-Cher	8,012	7,466	1,775	1,744	272	315	2,047	2,059
45 Loiret	24,303	21,704	5,204	4,754	761	674	5,965	5,428
08 Champagne-Ardenne	**50,917**	**42,830**	**11,678**	**10,974**	**2,782**	**2,237**	**14,460**	**13,211**
08 Ardennes	9,514	9,241	1,725	1,618	335	328	2,060	1,946
10 Aube	8,368	7,869	1,856	1,885	309	263	2,165	2,148
51 Marne	27,969	21,284	7,176	6,579	1,710	1,377	8,886	7,956
52 Haute-Marne	5,066	4,436	921	892	428	269	1,349	1,161
09 Corse	**32,659**	**30,686**	**3,165**	**2,672**	**229**	**218**	**3,394**	**2,890**
20 A Corse-du-Sud	15,528	15,105	1,224	1,239	90	89	1,314	1,328
20 B Haute-Corse	17,131	15,581	1,941	1,433	139	129	2,080	1,562
10 Franche-Comté	**53,206**	**46,622**	**6,320**	**5,760**	**1,137**	**1,060**	**7,457**	**6,820**
25 Doubs	29,826	25,539	3,044	2,705	492	467	3,536	3,172
39 Jura	7,764	7,285	1,457	1,333	258	273	1,715	1,606
70 Haute-Saône	9,033	7,986	1,068	1,086	218	215	1,286	1,301
90 Territoire de Belfort	6,583	5,812	751	636	169	105	920	741
11 Haute-Normandie	**108,066**	**156,154**	**12,488**	**14,769**	**2,022**	**1,751**	**14,510**	**16,520**
27 Eure	17,269	15,496	3,014	2,831	496	412	3,510	3,243
76 Seine-Maritime	90,797	140,658	9,474	11,938	1,526	1,339	11,000	13,277
12 Île-de-France	**495,606**	**417,548**	**82,359**	**74,597**	**6,279**	**5,490**	**88,638**	**80,087**
75 Paris	103,708	68,273	15,676	11,910	602	626	16,278	12,536
77 Seine-et-Marne	40,086	38,485	6,882	6,698	920	732	7,802	7,430
78 Yvelines	76,063	81,266	9,937	9,976	570	578	10,507	10,554
91 Essonne	40,424	37,544	7,270	7,185	898	802	8,168	7,987
92 Hauts-de-Seine	111,177	90,565	17,784	16,271	546	480	18,330	16,751
93 Seine-Saint-Denis	31,237	28,044	9,911	9,350	1,280	1,161	11,191	10,511
94 Val-de-Marne	45,563	35,712	8,235	7,037	711	520	8,946	7,557
95 Val-d'Oise	47,348	37,659	6,664	6,170	752	591	7,416	6,761

(1) Including coaches and buses.

Registrations

NEW VEHICLE REGISTRATIONS BY FRENCH REGION AND "DEPARTMENT"

In units	New passenger cars 2002	New passenger cars 2003	New light commercial vehicles up to 5t 2002	New light commercial vehicles up to 5t 2003	New trucks, coaches and buses over 5t (1) 2002	New trucks, coaches and buses over 5t (1) 2003	Total commercial vehicles 2002	Total commercial vehicles 2003
13 Languedoc-Roussillon	**81,337**	**77,472**	**15,770**	**15,683**	**1,722**	**1,511**	**17,492**	**17,194**
11 Aude	10,180	9,954	2,066	2,069	228	178	2,294	2,247
30 Gard	21,599	21,454	4,433	4,248	389	414	4,822	4,662
34 Hérault	32,746	30,209	6,214	6,289	740	589	6,954	6,878
48 Lozère	2,319	1,999	575	465	66	62	641	527
66 Pyrénées-Orientales	14,493	13,856	2,482	2,612	299	268	2,781	2,880
14 Limousin	**22,663**	**20,990**	**4,849**	**4,705**	**802**	**610**	**5,651**	**5,315**
19 Corrèze	7,586	7,198	1,584	1,549	418	289	2,002	1,838
23 Creuse	3,450	3,100	725	771	58	59	783	830
87 Haute-Vienne	11,627	10,692	2,540	2,385	326	262	2,866	2,647
15 Lorraine	**74,224**	**70,729**	**12,675**	**11,709**	**2,137**	**1,892**	**14,812**	**13,601**
54 Meurthe-et-Moselle	24,017	22,728	4,097	3,702	564	538	4,661	4,240
55 Meuse	5,362	4,707	1,012	1,089	90	124	1,102	1,213
57 Moselle	33,030	32,649	5,281	4,930	999	809	6,280	5,739
88 Vosges	11,815	10,645	2,285	1,988	484	421	2,769	2,409
16 Midi-Pyrénées	**83,973**	**74,776**	**17,866**	**17,271**	**2,508**	**2,297**	**20,374**	**19,568**
09 Ariège	4,556	3,940	766	760	75	86	841	846
12 Aveyron	6,532	6,129	1,596	1,577	275	252	1,871	1,829
31 Haute-Garonne	41,904	36,044	9,176	8,650	1,280	1,164	10,456	9,814
32 Gers	5,038	4,505	1,077	1,122	137	123	1,214	1,245
46 Lot	4,285	4,129	937	971	96	82	1,033	1,053
65 Hautes-Pyrénées	6,412	5,885	1,258	1,239	159	146	1,417	1,385
81 Tarn	9,809	8,908	1,902	1,779	284	240	2,186	2,019
82 Tarn-et-Garonne	5,437	5,236	1,154	1,173	202	204	1,356	1,377
17 Nord-Pas-de-Calais	**119,921**	**109,718**	**20,701**	**17,840**	**3,383**	**2,720**	**24,084**	**20,560**
59 Nord	77,288	71,315	14,740	12,370	1,942	1,530	16,682	13,900
62 Pas-de-Calais	42,633	38,403	5,961	5,470	1,441	1,190	7,402	6,660
18 Pays de la Loire	**84,457**	**78,939**	**21,845**	**20,903**	**3,813**	**3,314**	**25,658**	**24,217**
44 Loire-Atlantique	34,844	32,956	9,662	9,282	1,355	1,144	11,017	10,426
49 Maine-et-Loire	15,712	14,666	4,333	4,333	541	413	4,874	4,746
53 Mayenne	5,512	5,112	1,343	1,226	471	422	1,814	1,648
72 Sarthe	14,990	13,176	2,973	2,633	585	598	3,558	3,231
85 Vendée	13,399	13,029	3,534	3,429	861	737	4,395	4,166
19 Picardie	**63,080**	**86,692**	**10,271**	**12,808**	**1,689**	**1,528**	**11,960**	**14,336**
02 Aisne	20,863	20,283	3,025	2,511	675	550	3,700	3,061
60 Oise	27,433	51,769	4,412	7,598	524	543	4,936	8,141
80 Somme	14,784	14,640	2,834	2,699	490	435	3,324	3,134
20 Poitou-Charentes	**48,361**	**44,460**	**10,290**	**9,463**	**1,679**	**1,658**	**11,969**	**11,121**
16 Charente	9,840	9,155	2,086	1,874	289	327	2,375	2,201
17 Charente-Maritime	18,475	17,110	3,764	3,597	441	445	4,205	4,042
79 Deux-Sèvres	8,411	8,138	2,011	1,731	620	525	2,631	2,256
86 Vienne	11,635	10,057	2,429	2,261	329	361	2,758	2,622
21 Provence-Alpes-Côte d'Azur	**183,216**	**158,670**	**33,402**	**31,659**	**3,706**	**3,303**	**37,108**	**34,962**
04 Alpes-de-Haute-Provence	4,576	4,300	1,023	955	80	84	1,103	1,039
05 Hautes-Alpes	4,431	4,442	988	1,036	157	143	1,145	1,179
06 Alpes-Maritimes	51,067	41,725	7,198	6,707	610	535	7,808	7,242
13 Bouches-du-Rhône	70,044	59,710	13,676	13,010	1,524	1,189	15,200	14,199
83 Var	33,222	30,811	6,342	5,765	625	559	6,967	6,324
84 Vaucluse	19,876	17,682	4,175	4,186	710	793	4,885	4,979
22 Rhône-Alpes	**197,162**	**179,954**	**44,644**	**42,072**	**6,504**	**6,033**	**51,148**	**48,105**
01 Ain	16,274	16,045	3,214	3,047	628	490	3,842	3,537
07 Ardèche	8,088	7,371	1,461	1,666	208	230	1,669	1,896
26 Drôme	14,495	13,320	3,686	3,471	592	533	4,278	4,004
38 Isère	35,509	32,860	7,441	7,280	1,005	786	8,446	8,066
42 Loire	20,068	18,639	4,762	4,163	743	741	5,505	4,904
69 Rhône	63,272	52,997	15,626	14,257	1,943	1,834	17,569	16,091
73 Savoie	13,432	13,068	3,369	3,296	806	790	4,175	4,086
74 Haute-Savoie	26,024	25,654	5,085	4,892	579	629	5,664	5,521
Mainland France	**2,145,071**	**2,009,246**	**404,919**	**381,619**	**56,018**	**49,827**	**460,937**	**431,446**
Guadeloupe	12,278	14,264	2,375	2,535	195	180	2,570	2,715
French Guiana	4,167	4,001	1,153	1,151	58	65	1,211	1,216
Martinique	13,491	13,564	2,191	2,255	177	171	2,368	2,426
Réunion	22,231	22,750	5,054	5,010	343	409	5,397	5,419
French Overseas Depts.	**52,167**	**54,579**	**10,773**	**10,951**	**773**	**825**	**11,546**	**11,776**

(1) Including coaches and buses

Physical and financial data on the automobile manufacturing industry

Physical and financial data are taken from surveys conducted every year of French companies (known as the EAE reports) in the automobile manufacturing industry.
The surveys are one of the main sources of information for French industry. They are used by the statistics office of the State Secretariat for Industry (SESSI).
The data reflect the businesses of French and foreign-owned companies with operations in France. Their core businesses may operate in other countries.
Changes such as the creation, reorganization, acquisition or sale of companies can result in significant variations from one year to another.

AUTOMOBILE MANUFACTURING

	Units	1980	1990	1998	1999	2000	2001	2002	2003*
Physical data									
No. of employees	units	320,922	216,848	170,773	181,903	188,936	195,671	189,958	189,000
Production in France	thousands			2,954	3,181	3,348	3,628	3,702	3,620
Production/employee	**veh./pers.**			**17.3**	**17.5**	**17.7**	**18.5**	**19.5**	**19.2**
Financial data									
Net sales	€ millions	19,251	49,472	66,890	71,941	77,953	84,745	86,174	87,000
Export sales	€ millions	7,511	18,817	34,588	37,594	42,288	44,991	46,593	47,850
Exports as a % of total sales	**%**	**39.0%**	**38.0%**	**51.7%**	**52.3%**	**54.2%**	**53.1%**	**54.1%**	**55.0%**
Value added (VA) before tax	€ millions	5,883	10,650	12,377	12,846	13,153	13,125	13,767	13,899
Value added/sales	**%**	**30.6%**	**21.5%**	**18.5%**	**17.9%**	**16.9%**	**15.5%**	**16.0%**	**16.0%**
Value added/employee	€ thousands	18	49	72	71	70	67	72	74
Social security costs	€ millions	4,210	1,860	1,952	2,096	2,124	2,145	2,240	
Social security costs/employee	€ thousands	13.1	8.6	11.4	11.5	11.2	11.0	11.8	
Wages and salaries	€ millions	3,254	4,271	4,346	4,609	4,770	5,136	5,270	
Wages and salaries/employee	€ thousands	10.1	19.7	25.5	25.3	25.2	26.3	27.7	
Personnel costs	€ millions	30,871	6,132	6,299	6,705	6,894	7,282	7,510	
Personnel costs/employee	€ thousands	96.2	28.3	36.9	36.9	36.5	37.2	39.5	
Personnel costs/VA	%	524.8%	57.6%	50.9%	52.2%	52.4%	55.5%	54.6%	
Operating cash flow	€ millions	928	3,855	4,996	5,030	5,176	4,788	5,083	
Operating cash flow/VA	**%**	**15.8%**	**36.2%**	**40.4%**	**39.2%**	**39.3%**	**36.5%**	**36.9%**	
Interest expense	€ millions	484	1,170	1,407	1,056	1,170	1,805	1,351	
Interest expense/VA	%	8.2%	11.0%	11.4%	8.2%	8.9%	13.7%	9.8%	
Interest income	€ millions	207	1,095	1,601	1,417	2,505	2,763	1,767	
Interest income/VA	%	3.5%	10.3%	12.9%	11.0%	19.0%	21.1%	12.8%	
Net interest income (expense)	€ millions	–276	–74	194	361	1,335	958	416	
Net interest income (expense)/VA	%	–4.7%	–0.7%	1.6%	2.8%	10.1%	7.3%	3.0%	
Cash flow	€ millions	638	2,918	4,093	4,060	5,473	4,651	4,632	
Cash flow/VA	%	10.8%	27.4%	33.1%	31.6%	41.6%	35.4%	33.6%	
Net income	**€ millions**	**–26**	**969**	**2,099**	**458**	**2,856**	**1,297**	**380**	
Net income/sales	%	–0.1%	2.0%	3.1%	0.6%	3.7%	1.5%	0.4%	
Capital expenditure	€ millions	1,018	3,139	2,107	2,798	3,789	4,018	3,873	3,800
Capital expenditure/sales	**%**	**5.3%**	**6.3%**	**3.2%**	**3.9%**	**4.9%**	**4.7%**	**4.5%**	**4.4%**
Capital expenditure/VA	**%**	**17.3%**	**29.5%**	**17.0%**	**21.8%**	**28.8%**	**30.6%**	**28.1%**	**27.3%**

** CCFA estimates.*
The series have been revised for 1998 to 2001.

Source: EAE data processed by SESSI.

Physical and financial data on the automotive equipment industry

Physical and financial data in the table below are taken from surveys conducted every year of French companies (known as the EAE reports) in the automotive equipment manufacturing industry.
In 1993, new French definitions of activities were adopted to bring them in line with those used by the European Union.
A number of companies were reclassified in the metalworking, electrical equipment and furniture (car seat) industries, resulting in a statistical break in data.
Companies classified in the “automotive equipment manufacturing” industry therefore do not account for all automotive industry suppliers, which also include manufacturers of electrical equipment for engines and vehicles, car seats, glass, tires, and automotive closures and springs (see page 41).
In addition to these activities, the automotive manufacturing and automotive equipment manufacturing industries purchase a number of intermediate products (metals, rubber, plastics), services (consulting, research, advertising) and capital goods from other industries.

AUTOMOTIVE EQUIPMENT PRODUCTION

	Unit	1980	1990	1998	1999	2000	2001	2002	2003*
Physical data									
No. of companies (> 20 employees)	units	320	320	223	231	244	237	231	220
No. of employees	units	143,347	112,963	92,927	90,784	95,018	94,765	96,539	95,100
Financial data									
Net sales	€ millions	5,637	14,452	15,113	16,115	17,863	19,053	19,664	19,600
Export sales	€ millions	1,301	4,018	6,194	7,140	7,512	7,835	8,045	7,900
Exports as a % of total sales	**%**	**23.1%**	**27.8%**	**41.0%**	**44.3%**	**42.1%**	**41.1%**	**40.9%**	**40%**
Value added (VA) before tax	€ millions	2,251	4,530	4,416	4,680	4,694	4,669	5,095	
Value added/sales	**%**	**39.9%**	**31.3%**	**29.2%**	**29.0%**	**26.3%**	**24.5%**	**25.9%**	
Value added/employee	€ thousands	16	40	48	52	49	49	53	
Social security costs	€ millions	503	867	824	869	912	923	971	
Social security costs/employee	€ thousands	3.5	7.7	8.9	9.6	9.6	9.7	10.1	
Wages and salaries	€ millions	1,239	2,060	1,935	2,039	2,171	2,299	2,341	
Wages and salaries/employee	€ thousands	8.6	18.2	20.8	22.5	22.8	24.3	24.3	
Personnel costs	€ millions	1,742	2,926	2,758	2,908	3,083	3,221	3,312	
Personnel costs/employee	€ thousands	12.2	25.9	29.7	32.0	32.4	34.0	34.3	
Personnel costs/VA	%	77.4%	64.6%	62.5%	62.1%	65.7%	69.0%	65.0%	
Operating cash flow	€ millions	418	1,337	1,336	1,424	1,221	1,077	1,357	
Operating cash flow/VA	**%**	**18.6%**	**29.5%**	**30.3%**	**30.4%**	**26.0%**	**23.1%**	**26.6%**	
Interest expense	€ millions	186	387	405	251	443	570	314	
Interest expense/VA	%	8.2%	8.5%	9.2%	5.4%	9.4%	12.2%	6.2%	
Interest income	€ millions	36	213	348	553	337	694	173	
Interest income/VA	%	1.6%	4.7%	7.9%	11.8%	7.2%	14.9%	3.4%	
Net interest income (expense)	€ millions	–150	–174	–58	302	–106	124	–141	
Net interest income (expense)/VA	%	–6.7%	–3.8%	–1.3%	6.5%	–2.3%	2.7%	–2.8%	
Cash flow	€ millions	237	883	950	1 229	901	837	908	
Cash flow/VA	%	10.5%	19.5%	21.5%	26.2%	19.2%	17.9%	17.8%	
Net income	**€ millions**	**54**	**400**	**433**	**480**	**–92**	**259**	**39**	
Net income/sales	%	1.0%	2.8%	2.9%	3.0%	–0.5%	1.4%	0.2%	
Capital expenditure	€ millions	328	899	796	905	1,040	1,021	867	
Capital expenditure/sales	**%**	**5.8%**	**6.2%**	**5.3%**	**5.6%**	**5.8%**	**5.4%**	**4.4%**	
Capital expenditure/VA	**%**	**14.6%**	**19.8%**	**18.0%**	**19.3%**	**22.2%**	**21.9%**	**17.0%**	

** FIEV estimates.*
The series have been revised for 1999 to 2001.

Vehicle ownership

DENSITY(INTERNATIONAL COMPARISONS)

Number of passenger cars and commercial vehicles per 1,000 inhabitants at January 1

	1985	1990	1995	2003
European Union [1]	380	454	473	568
Germany	450	512	529	583
Belgium	363	419	463	523
Spain	276	403	430	562
France	**446**	**495**	**520**	**587**
Italy	412	507	541	656
United Kingdom	379	454	474	554
Sweden	400	455	445	503
Poland	117	160	229	344
Turkey	27	37	65	89
Canada	559	617	562	584
United States	708	752	759	775
South Korea	25	71	177	294
Japan	375	456	527	580
Argentina	173	180	167	183
Brazil	86	87	89	118
China	3	5	8	14
India	3	5	6	8

(1) As of 1995, the EU includes 15 countries. *Source: CCFA.*

TOTAL VEHICLES IN USE (JANUARY 1, 2004)

In thousands	All fuels	o/w diesel
Passenger cars		
Up to 5 hp	11,883	4,787
6 hp to 10 hp	16,381	7,662
11 hp and over	1,297	280
Total passenger cars	**29,560**	**12,729**
Light commercial vehicles		
Less than 2.5t	3,793	2,765
2.5t to 3.5t	1,626	1,566
3.6t to 5t	12	11
Total light commercial vehicles up to 5t	**5,430**	**4,342**
Total passenger cars and light commercial vehicles	**34,990**	**17,070**
Industrial vehicles over 5t		
Trucks		
5t to less than 12t (all diesel)	95	95
12t to less than 16t (all diesel)	63	63
16t to less than 20t (all diesel)	122	122
20t and over (all diesel)	62	62
Total trucks (all diesel)	**342**	**342**
Total trucks (all diesel)	214	214
Coaches and buses	82	80
Total industrial vehicles over 5t	**638**	**636**
Total commercial vehicles all sizes	**6,068**	**4,978**
TOTAL VEHICLES	**35,628**	**17,707**

Source: CCFA estimates.

VEHICLE OWNERSHIP

	Unit	1980	1990	1998	1999	2000	2001	2002	2003 [1]
Households without a vehicle	%	29.2	23.2	20.6	19.8	19.7	19.8	19.8	20.3
Households with a vehicle	%	70.8	76.8	79.4	80.2	80.3	80.2	80.2	79.7
% with one vehicle	%	54.3	50.5	50.9	51.1	50.7	50.0	49.4	47.5
% with two vehicles	%	14.8	23.0	24.6	25.0	25.4	25.6	26.0	27.0
% with three or more vehicles	%	1.7	3.3	3.9	4.1	4.2	4.6	4.9	5.2
Average age of vehicle	years		5.90	6.90	7.09	7.25	7.31	7.30	7.43
Average ownership period	years		3.66	4.30	4.38	4.43	4.33	4.46	4.55
% used passenger cars	%		50.0	54.8	55.6	56.1	57.4	57.7	58.4
Total average kilometers	km	12,200	13,041	13,770	13,810	13,560	14,550	13,490	13,180
Average kilometers, gasoline	km	11,600	11,651	11,240	11,160	10,780	11,120	10,670	10,190
Average kilometers, diesel	km	26,200	20,950	18,900	18,970	18,140	19,830	17,640	17,093
Domestic passenger road transport									
By passenger car	billion pass.km	452.5	585.6	678.6	699.6	699.6	727.6	733.5	738.6
By coach and bus	billion pass.km	36.0	41.3	42.4	41.6	43.0	41.3	42.2	42.6
Total transport	billion pass.km	586.9	712.2	809.4	832.7	838.5	865.4	873.9	877.3
% road transport	%	83.2	88.0	89.1	89.0	88.6	88.8	88.8	89.0
Annual change									
By passenger car	%	–	+2.6	+2.9	+3.1	+0.0	+4.0	+0.8	+0.7
By coach and bus	%	–	+2.7	+1.0	–0.2	+3.4	– 4.0	+2.2	+0.9

(1) Provisional. *Source: Sofres, calculations by Inrets-Ademe, INSEE and SES.*

VEHICLES IN USE AS OF JANUARY 1

In thousands	1980	1985	1990	1995	2000	2001	2002	2003	2004
Passenger cars									
Up to 5 hp	5,090	6,645	8,312	9,367	10,572	11,003	11,397	11,651	11,883
6 to 10 hp	11,460	12,525	13,385	14,298	15,723	15,863	16,077	16,251	16,381
Over 10 hp	1,890	1,630	1,313	1,235	1,186	1,194	1,226	1,258	1,297
Total passenger cars	**18,440**	**20,800**	**23,010**	**24,900**	**27,480**	**28,060**	**28,700**	**29,160**	**29,560**
o/w diesel	730	1,660	3,265	6,306	9,261	9,980	10,889	11,822	12,729
Commercial vehicles									
Up to 3.5t	1,985	2,754	4,125	4,513	4,974	5,110	5,249	5,339	5,418
3.5t to 5t	103	17	20	17	12	12	12	12	12
5t to 20t	250	307	334	308	287	286	285	282	280
20t and over	26	33	41	43	46	48	51	55	62
Road tractors	129	137	160	181	210	217	220	216	214
Total commercial vehicles	**2,493**	**3,248**	**4,680**	**5,062**	**5,529**	**5,673**	**5,816**	**5,903**	**5,986**
o/w diesel	976	1,298	2,342	3,467	4,202	4,403	4,606	4,757	4,898
Coaches and buses	**57**	**62**	**68**	**78**	**80**	**80**	**81**	**81**	**82**
OVERALL TOTAL	**20,990**	**24,110**	**27,758**	**30,040**	**33,090**	**33,813**	**34,597**	**35,144**	**35,628**
o/w diesel	1,763	3,020	5,675	9,851	13,543	14,463	15,575	16,659	17,707

Fuel, automotive taxes and emissions

MOTOR FUEL CONSUMPTION, PRICES AND TAXES

Fuel consumption	Unit	1980	1990	1998	1999	2000	2001	2002	2003
Regular gasoline	millions of liters	4,216	959						
Premium leaded – AVSR (anti-valve seat recession additive)	millions of liters	20,007	19,911	6,651	5,617	3,924	2,870	2,100	1,492
Premium unleaded	millions of liters		3,406	12,620	13,530	14,329	15,103	15,249	14,762
Total gasoline	millions of liters	**24,223**	**24,276**	**19,271**	**19,147**	**18,253**	**17,973**	**17,349**	**16,254**
Diesel	millions of liters	11,415	20,664	30,376	31,559	32,373	33,945	35,113	35,599
Total motor fuel	millions of liters	**35,638**	**44,940**	**49,647**	**50,705**	**50,627**	**51,918**	**52,462**	**51,853**

Source: CPDP.

Retail fuel prices (annual average)	Unit	1980	1990	1998	1999	2000	2001	2002	2003
Regular gasoline	euros/liter	**0.49**	**0.80**	**–**	**–**	**–**	**–**	**–**	**–**
Tax in %	%	57	73	–	–	–	–	–	–
Premium leaded – AVSR	euros/liter	**0.52**	**0.81**	**0.96**	**1.00**	**1.17**	**1.12**	**1.10**	**1.10**
Tax in %	%	57	74	83	81	71	72	74	75
Premium unleaded 98 octane	euros/liter	**–**	**0.79**	**0.93**	**0.96**	**1.11**	**1.06**	**1.04**	**1.04**
Tax in %	%	–	71	81	78	69	70	72	73
Gasoline	euros/liter	**0.52**	**0.81**	**0.94**	**0.98**	**1.12**	**1.07**	**1.04**	**1.04**
Tax in %	%	57	74	81	79	69	71	73	73
Diesel	euros/liter	**0.37**	**0.54**	**0.64**	**0.69**	**0.85**	**0.80**	**0.77**	**0.79**
Tax in %	%	46	61	75	72	62	63	66	66

Source: Directorate of Energy and Mineral Resources (DIREM).

AUTOMOBILE FLEET EMISSIONS IN MAINLAND FRANCE, 1990-2003

In thousand tonnes	1990	1993	1996	1999	2000	2001	2002	2003 (1)	% change 2003/1990	% change 2003/2002
Regulated pollutants										
SO_2	140	154	98	36	22	23	24	24	–83%	ND
CO	6,258	5,584	4,095	3,000	2,607	2,351	2,001	1,732	–72%	–13%
NOx	1,093	1,090	935	780	728	695	649	603	–45%	–7%
NMVOC	1,051	976	726	546	479	425	364	313	–70%	–14%
Lead	3,887	1,497	976	523	7	0	0	0	–100%	–
PM10 particulates	73	87	85	75	71	71	68	66	–10%	–3%
Other emissions										
CO_2 in million tonnes	109	116	119	126	126	129	130	128	18%	–1%

(1) 2003 estimates.

Source: CITEPA/SECTEN data: updated late April 2004.

French and world CO_2 emissions

WORLD CO_2 EMISSIONS GENERATED BY FOSSIL FUEL COMBUSTION IN 1999 BY REGION AND SEGMENT

In millions of tonnes of CO_2	Power production	Industry	Residential	Commercial	Transportation	of which road	Agriculture	Total
Asia	2,447	1,915	471	200	943	789	150	6,126
North America	2,124	646	392	247	1,844	1,528	50	5,303
Europe (40 countries)	1,816	1,010	715	193	1,147	989	111	4,992
Pacific-Southern Africa	428	264	28	10	945	167	30	1,705
Africa excluding Southern Africa	395	229	118	15	242	233	20	1,019
South America	86	183	52	12	258	236	27	618
Central America	128	90	26	5	126	123	8	383
TOTAL WORLD	**7,424**	**4,337**	**1,802**	**682**	**5,505**	**4,065**	**396**	**20,146**

WORLD CO_2 EMISSIONS AS A PERCENTAGE OF THE REGIONAL TOTAL IN 1999

In %	Energy production	Industry	Residential	Commercial	Transportation	of which road	Agriculture	Total
Asia	40	31	8	3	15	13	2	100
North America	40	12	7	5	35	29	1	100
Europe (40 countries)	36	20	14	4	23	20	2	100
Pacific-Southern Africa	25	15	2	1	55	10	2	100
Africa excluding Southern Africa	39	22	12	1	24	23	2	100
South America	14	30	8	2	42	38	4	100
Central America	33	23	7	1	33	32	2	100
TOTAL WORLD	**37**	**22**	**9**	**3**	**27**	**20**	**2**	**100**

Source: http://earthtrends.wri.org

CO_2 EMISSIONS IN METROPOLITAN FRANCE BY SEGMENT

In millions of tonnes of CO_2	1980	1990	1998	1999	2000	2001	2002	2003
Power generation	150	72	75	68	68	61	63	65
Industry	151	115	114	106	108	105	104	103
Residential/Commercial	138	114	123	120	115	125	113	110
Transportation	93	117	132	135	134	137	139	136
of which road	**85**	**109**	**124**	**126**	**126**	**129**	**130**	**128**
of which other transportation	8	8	8	9	8	8	9	8
Agriculture	57	74	74	74	82	71	72	71
TOTAL WITH HEAT SINKS	**466**	**361**	**374**	**358**	**362**	**354**	**344**	**340**

Source: CITEPA/CORALIE/Secten format, February 2004.

AVERAGE CO_2 EMISSIONS OF NEW CARS IN FRANCE AND EUROPE

In grams of CO_2 per kilometer	1995	1997	1998	1999	2000	2001	2002	2003
France								
Gasoline	177	175	172	171	168	164	164	163
Diesel	175	174	169	161	155	154	152	151
TOTAL	**176**	**175**	**171**	**166**	**162**	**156**	**155**	**155**
Europe								
TOTAL	**175**	**180**	**178**	**174**	**169**	**164**	**164**	**ND**

Source: ADEME, April 2004.

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Automotive taxes and foreign trade

AUTOMOTIVE TAXES AND DUTIES

In € millions	1980	1990	1998	1999	2000	2001	2002	2003
Tax on road-use oil products (including VAT)	9,078	21,335	28,428	29,450	30,630	30,557	30,111	30,341
Automobile insurance tax	478	2,780	3,311	3,350	3,429	3,543	3,769	4,083
Tax on automobile registration certificates	157	846	1,262	1,313	1,373	1,413	1,503	1,518
Road tax	866	1,901	2,010	2,065	539	249	205	203
Tax on company cars	199	345	514	551	644	701	756	828
Tax based on number of axles	59	75	71	127	223	226	227	223
Fixed rate police and traffic fines, sentence fines	154	317	688	707	720	726	485	810
Driver's license tax	88	86	38	4	4	4	4	4
Regional development tax	0	0	351	381	442	448	470	479
Government royalty	–	30	122	129	132	137	145	143
TOTAL	**11,079**	**27,716**	**36,794**	**38,078**	**38,136**	**38,004**	**37,675**	**38,632**
VAT on spending to acquire and use vehicles	–	–	15,300	–	–	–	–	–
Highway tolls (including VAT)	610	2,592	4,665	5,168	5,330	6,147	6,626	6,973

Source: Internal Revenue, CCFA, URF, Transportation Satellite Account (SES), National Transportation Account (CCTN).

AUTOMOTIVE IMPORTS AND EXPORTS IN VALUE

The French Overseas Departments are included in the scope of French Customs as of 1997.

In € millions and % change	New cars		New light commercial vehicles		New coaches, buses and trucks		Parts and engines		Total new cars and commercial vehicles		Used vehicles		Total	
Exports (FOB)														
1986	7,286		701		658		6,560		15,204		129		15,333	
1990	10,818	6%	846	–6%	988	7%	9,919	10%	22,571	7%	490	67%	23,060	8%
1995	11,343	–1%	769	9%	2,609	94%	11,357	2%	26,078	5%	441	32%	26,519	6%
2000	19,828	12%	2,146	32%	2,328	34%	18,213	11%	42,515	14%	1,125	–6%	43,640	13%
2002	25,514	12%	2,042	0%	2,130	–4%	16,601	–6%	46,287	3%	1,301	15%	47,589	4%
2003	**25,724**	**1%**	**2,196**	**8%**	**2,233**	**5%**	**17,121**	**3%**	**47,274**	**2%**	**1,420**	**9%**	**48,693**	**2%**
Imports (CIF)														
1986	5,534		871		1,115		3,520		11,040		284		11,323	
1990	9,813	7%	1,467	3%	1,564	–9%	5,596	1%	18,439	3%	638	21%	19,077	3%
1995	10,838	4%	1,189	2%	2,903	75%	6,687	13%	21,616	12%	349	28%	21,965	13%
2000	16,961	14%	1,997	9%	2,695	26%	11,024	11%	32,678	14%	959	–8%	33,637	13%
2002	18,006	4%	2,522	10%	2,666	2%	12,469	2%	35,663	4%	616	–20%	36,279	3%
2003	**18,177**	**1%**	**2,400**	**–5%**	**2,618**	**–2%**	**13,077**	**5%**	**36,272**	**2%**	**609**	**–1%**	**36,882**	**2%**
Balance (Exp.– Imp.)														
1986	+1,752		–170		–457		+3,040		+4,165		–155		+4,010	
1990	+1,005		–621		–576		+4,323		+4,131		–148		+3,983	
1995	+505		–420		–293		+4,670		+4,462		+92		+4,554	
2000	+2,867		+149		–367		+7,189		+9,837		+166		+10,003	
2002	+7,508		–480		–535		+4,132		+10,624		+685		+11,310	
2003	**+7,547**		**–205**		**–385**		**+4,044**		**+11,001**		**+811**		**+11,812**	
Coverage rate (Exp./Imp. x 100)														
1986	132		80		59		186		138		45		135	
1990	110		58		63		177		122		77		121	
1995	105		65		90		170		121		126		121	
2000	117		107		86		165		130		117		130	
2002	142		81		80		133		130		211		131	
2003	**142**		**91**		**85**		**131**		**130**		**233**		**132**	

FOB (Free-on-board): transaction value including freight and insurance up to the border of the exporting country exporting country.
CIF (Cost, insurance, freight): transaction value including freight and insurance up to the border of the importing country.

Source: Customs, CCFA presentation.

Useful addresses

FRENCH AUTOMOTIVE MANUFACTURERS

PSA Peugeot Citroën

Peugeot
75, avenue de la Grande-Armée - 75116 Paris
Tel.: +33 (0)1 40 66 55 11 - Fax: +33 (0)1 40 66 54 14
www.psa.fr - www.peugeot.com

Citroën
Immeuble Colisée III - 12, rue Fructidor - 75835 Paris Cedex 17
Tel.: +33 (0)1 58 79 79 79 - Fax: +33 (0)1 58 79 72 25*
www.psa.fr - www.citroen.com

Société de Constructions Mécaniques Panhard & Levassor
18, avenue d'Ivry - BP 6 - 75621 Paris Cedex 13
Tel.: +33 (0)1 40 77 40 00 - Fax: +33 (0)1 45 82 73 26
www.panhard.fr

Renault
13-15, quai Le Gallo - 92153 Boulogne-Billancourt Cedex
Tel.: +33 (0)1 41 04 50 50 - Fax: +33 (0)1 41 04 67 90*

Renault Communication
1967, rue du Vieux-Pont-de-Sèvres
92109 Boulogne-Billancourt Cedex
Tel.: +33 (0)1 41 04 64 69 - Fax: +33 (0)1 41 04 67 90*
www.renault.com

Renault Trucks
99, route de Lyon - 69806 St-Priest Cedex 03
Direction des Relations Extérieures
17, rue Paul-Dautier
78451 Vélizy-Villacoublay Cedex
Tel.: +33 (0)1 34 49 26 86 - Fax: +33 (0)1 34 49 26 87
www.renault-trucks.com

Alpine-Renault
Avenue de Bréauté - 76885 Dieppe Cedex
Tel.: +33 (0)2 35 06 81 50 - Fax: +33 (0)2 35 84 56 17

Groupe Henri Heuliez
Boulevard Georges-Pompidou - BP 40 - 79140 Cerizay
Tel.: +33 (0)5 49 81 33 11 - Fax: +33 (0)5 49 80 04 17
www.heuliez.com

AUTOMOBILE TRADE ORGANIZATIONS IN FRANCE

Association des Véhicules Électriques Routiers (AVERE)
24, rue de La Rochefoucauld - 75009 Paris
Tel.: +33 (0)1 53 25 00 60 - Fax: +33 (0)1 53 25 00 40
www.avere-france.org

Chambre Syndicale Nationale des Carrossiers et Constructeurs de Semi-Remorques et Conteneurs (CAR.CO.SER.CO)
35, rue des Renaudes - 75017 Paris
Tel.: +33 (0)1 44 29 71 14 - Fax: +33 (0)1 42 67 48 21
www.carcoserco.org

Chambre Syndicale Internationale de l'Automobile et du Motocycle (CSIAM)
5, square de l'Avenue-du-Bois - BP 5316 - 75762 Paris Cedex 16
Tel.: +33 (0)1 53 64 50 30 - Fax: +33 (0)1 40 67 95 94

Comité d'organisation des salons internationaux de l'Automobile, du Cycle, du Motocycle et des Sports (AMC Promotion)
23, avenue Franklin-Roosevelt - 75008 Paris
Tel.: +33 (0)1 56 88 22 40 - Fax: +33 (0)1 42 56 50 80

Comité Français du Butane et du Propane
Tour Arago - 5, rue Bellini - 92806 Puteaux Cedex
Tel.: +33 (0)1 41 97 02 80 - Fax: +33 (0)1 41 97 02 89
www.cfbp.fr

Conseil National des Professions de l'Automobile (CNPA)
50, rue Rouget-de-Lisle - 92158 Suresnes Cedex
Tel.: +33 (0)1 40 99 55 00 - Fax: +33 (0)1 47 28 44 15
www.cnpa.fr

Fédération des Industries d'Équipements pour Véhicules (FIEV)
77 à 81, rue Jean-Jacques-Rousseau - 92150 Suresnes
Tel.: +33 (0)1 46 25 02 30 - Fax: +33 (0)1 46 97 00 80
www.fiev.fr

Syndicat des Constructeurs de Véhicules de Loisirs (SICVERL)
3, rue des Cordelières - 75013 Paris
Tel.: +33 (0)1 43 37 86 61 - Fax: +33 (0)1 45 35 07 39
www.syndicat-vehicules-loisirs.com

Union des Industries et Métiers de la Métallurgie (UIMM)
56, avenue de Wagram - 75017 Paris
Tel.: +33 (0)1 40 54 20 20 - Fax: +33 (0)1 40 54 21 81
www.uimm.fr

Union Routière de France (URF)
10, rue Clément-Marot - 75008 Paris
Tel.: +33 (0)1 40 70 05 45 - Fax: +33 (0)1 47 23 77 57
www.urf.asso.fr

Union Technique de l'Automobile, du Motocycle et du Cycle (UTAC)
BP 212 - 91311 Montlhéry Cedex
Tel.: +33 (0)1 69 80 17 00 - Fax: +33 (0)1 69 80 17 17
www.utac.com

INTERNATIONAL AUTOMOBILE ORGANIZATIONS

European Automobile Manufacturers Association (ACEA)
211, rue du Noyer - 1000 Bruxelles (Belgique)
Tel.: +33 (0)0 32 2 732 55 50 - Fax: +33 (0)0 32 2 738 73 10
www.acea.be

International Organization of Motor Vehicle Manufacturers (OICA)
4, rue de Berri - 75008 Paris
Tel.: +33 (0)1 43 59 00 13 - Fax: +33 (0)1 45 63 84 41
www.oica.net

AUTOMOBILE ASSOCIATIONS IN FRANCE

Fédération Française des Automobile-Clubs et des usagers de la route (FFAC)
76, avenue Marceau - 75008 Paris
Tel.: +33 (0)1 56 89 20 70
www.automobileclub.org

Fédération Française du Sport Automobile (FFSA)
17-21, avenue du Général-Mangin - 75781 Paris Cedex 16
Tel.: +33 (0)1 44 30 24 00 - Fax: +33 (0)1 42 24 16 80
www.ffsa.org

La Prévention Routière
6, avenue Hoche - 75008 Paris
Tel.: +33 (0)1 44 15 27 00 - Fax: +33 (0)1 42 27 98 03*
www.preventionroutiere.asso.fr

Société des Ingénieurs de l'Automobile (SIA)
79, rue Jean-Jacques-Rousseau - 92158 Suresnes Cedex
Tel.: +33 (0)1 41 44 93 70 - Fax: +33 (0)1 41 44 93 79
www.sia.fr

** Fax number of the Information and Communication Department*

Comité des Constructeurs Français d'Automobiles

Comité des Constructeurs Français d'Automobiles (CCFA) is the French automobile manufacturers' trade association. It has seven members: Alpine, Automobiles Citroën, Heuliez, Panhard & Levassor, Automobiles Peugeot, Renault and Renault Trucks. Its mission is to study and defend the business and industrial interests–excluding labor issues–of all French automobile manufacturers at both the national and international levels.

CCFA's activities encompass information, analysis and communication for its members as well as for government agencies, public officials, the media and the general public.

Other sectors of the automotive industry–parts and equipment manufacturers, dealers, body manufacturers, etc.–have their own trade associations (FIEV, CNPA, Fédération des Industries Mécaniques, Fédération de la Plasturgie, etc.). Foreign manufacturers are represented by their own association (CSIAM).

CCFA is associated with the Brussels-based ACEA, the European Automobile Manufacturers Association. It is also a member of OICA, the International Organization of Motor Vehicle Manufacturers, which brings together national associations representing the industry from around the world.

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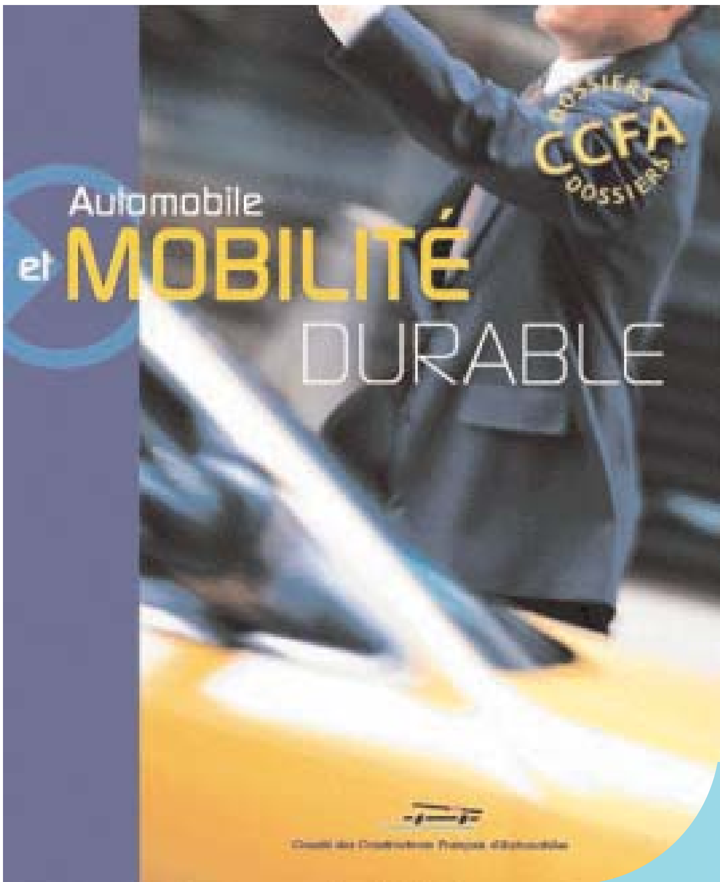

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