THE FRENCH AUTOMOTIVE INDUSTRY
ANALYSIS AND STATISTICS

2008 Edition

Comité des Constructeurs Français d'Automobiles

THE FRENCH AUTOMOTIVE INDUSTRY **2008 EDITION**

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EDITORIAL

“THE FRENCH ‘GENERALIST’ MODEL HAS DEMONSTRATED THAT IT CAN BE HIGHLY EFFECTIVE, AND RECENT NEW PRODUCTS HAVE HAD A POSITIVE IMPACT ON THE MARKET.”

Dear Reader,

Xavier Fels
Chairman of CCFA

Cars are increasingly central to the activities and ideas at work in our societies. More than 70 million new vehicles were sold worldwide in 2007. Europe, North America and Japan are replacement markets dedicated to introducing new innovations, while emerging countries, including the BRIC nations (Brazil, Russia, India, China), are experiencing very strong growth. During the first six months of 2008, nearly 9 million vehicles were registered in Western Europe, including more than 1.4 million in France. I would like to draw your attention to the fact that the automotive industry in Europe accounts for a third of industrial expenditure on research and development. In France, PSA Peugeot Citroën (with 921 patents) and Renault (865 patents) respectively filed the two highest numbers of patents at the French National Industrial Property Institute (INPI) in 2007.

In a country where 83% of passenger transportation involves the use of cars, one in every ten French employees works directly or indirectly for the automotive industry in production activities, services or in road transportation. In this report, you will see that French manufacturers are doing well in both traditional and emerging markets. The French ‘generalist’ model has demonstrated that it can be highly effective, and recent new products have had a positive impact on the market for passenger cars and light commercial and industrial vehicles. PSA Peugeot Citroën, Renault and Renault Trucks have been able to sell technologically sophisticated but affordable products that meet customer requirements, especially in light of the new energy and sustainable development agenda. In 2007, this led to a significant 4.6% increase in world production among French manufacturers, in line with increases in the global market. The French market for passenger cars and light commercial vehicles was equally dynamic in the first half of 2008 (up 4.6%) due to the attractiveness of new models, and enhanced by the recently-introduced “bonus/malus” system of public funding to promote fuel-efficient low CO_2 cars. Industrial vehicle sales also increased sharply, ending the first half-year with a rise of 22.1%. In the growing market for passenger cars, the attractiveness of the bonus tax, which amplified the effect of rising fuel prices, helped sell 10% more of cars emitting less than 130 grams of CO_2 per km (compact and economical models) to the detriment of those emitting more than 160 grams (mainly large sedans and 4WDs). This is a dramatic change, with mid- to low-range vehicles now accounting for one in every two car registrations. This sustainable trend is both environmentally friendly and helps to lower energy dependence of our country. French manufacturers have been particularly successful in this virtuous market.

There was considerable European Union and member state regulatory and fiscal action focused on the automotive and transport sector in 2007, with national efforts centered on taxation (bonus/malus) and transport policy, and also European Union initiatives. The European Parliament, Council and Commission are currently finalizing regulations for reducing greenhouse gas emissions, aiming at a reduction of CO_2 emissions from the engines of new vehicles to 120 grams per kilometer by 2012, while a further 10 grams

EDITORIAL

will be found through other initiatives such as the use of biofuels or eco-driving. European manufacturers are also working on methods for implementing Euro 5 (2009) and Euro 6 (2014) standards for private vehicles, and Euro VI (2014 draft proposal) for industrial vehicles. Similarly, there are ongoing discussions on competition law, especially for the distribution networks, the protection of intellectual property, and WTO negotiations on international trade.

The increase in the price of fuel and raw materials (particularly steel) is having a powerful impact on the automotive industry. It is becoming increasingly expensive to produce and transport goods and people, and 2008 will not be an easy year for the industry. Emerging countries are largely responsible for overall market growth. There is slightly slower growth in China, but South America is still strong. Russia is now turning into the leading European market ahead of Germany.
The situation in Western Europe is somewhat mixed, with Germany and France holding up while other markets such as Spain and Italy are shrinking. Central Europe and Eastern Europe are both growing steadily. North America is in a deep crisis that affects both domestic and foreign manufacturers, while in Japan's sluggish domestic market, manufacturers are also affected by the declining U.S. market.

CCFA works at the core of the automotive sector. At a national level, along with other professional associations (CNPA for distribution and repair, FIEV for equipment manufacturers and CSIAM for imported makes), it is constantly involved in collective discussions and major projects affecting the automotive industry as a whole. With the support of its members, it makes its voice heard in such large business organizations as MEDEF, UIMM and GFI, as well as in specialized organizations such as URF and GERPISA. Internationally, it defends French interests in ACEA and OICA, and contributes actively to the statistical data produced by these organizations.

I hope that as you read this new edition of "Analysis and Statistics", you will become aware of the quality of our work, dedicated as it is to provide a better understanding of the automotive market in France and around the world. Please contact us and visit our Web site (www.ccfa.fr) for further information. We will be happy to help you.

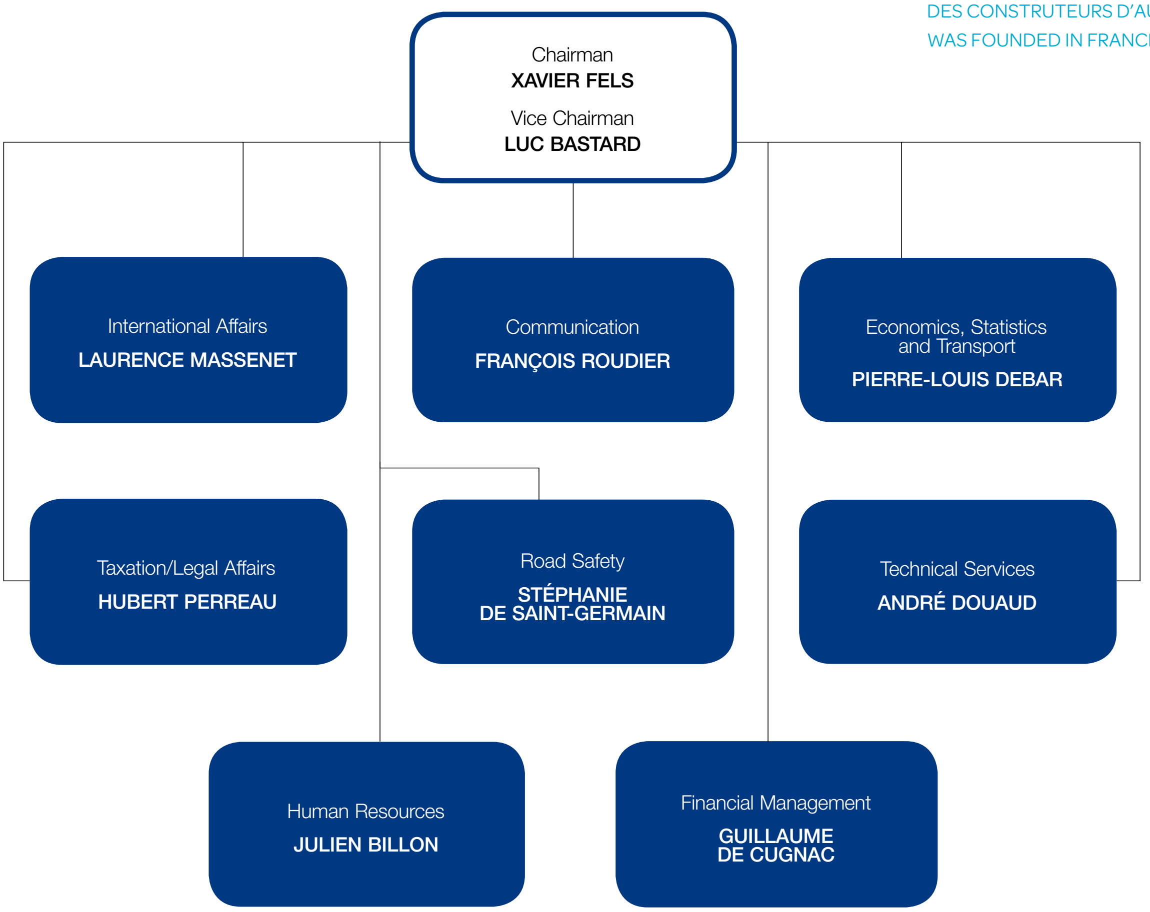
Xavier Fels
Chairman of CCFA

THE FRENCH AUTOMOBILE MANUFACTURERS' ASSOCIATION

Comité des Constructeurs Français d'Automobiles (CCFA) is the French automobile manufacturers' trade association. It has seven members: Alpine, Automobiles Citroën, Heuliez, Panhard, 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, CARCOSERCO, Fédération des Industries Mécaniques– Mechanical Industry Federation, Fédération de la Plasturgie – Plastics Industry Federation, etc.).
Foreign manufacturers are represented by their own association (CSIAM).
CCFA is associated with 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.

1909

THE YEAR IN WHICH THE CHAMBRE SYNDICALE DES CONSTRUTEURS D'AUTOMOBILES WAS FOUNDED IN FRANCE



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WORLD

2007: GLOBAL PRODUCTION RECOVERS AMONG FRENCH MANUFACTURERS

+53%
GROWTH IN GLOBAL PRODUCTION BY FRENCH AUTOMOBILE MANUFACTURERS SINCE 1997

After the decline in 2006 following nine consecutive years of growth, French automotive production bounced back by 4.6% in 2007 to nearly 6.2 million vehicles, registering an overall increase of 53% or 2.1 million additional vehicles since 1997.

During this period, French automobile manufacturers have relied on both their French and foreign production sites. Despite the decline observed in recent years, heavy investment in France aimed at beating foreign competition while meeting societal and environmental demands, has led to the production of an additional 50,000 vehicles. Manufacturers have also reorganized and expanded their facilities in the rest of the world, and built new ones to produce 2.1 million additional vehicles and stay closer to local markets.

Even with the decline seen in recent years, a further 0.2 million vehicles were sold in France between 1997 and 2007, despite tougher competition and a selective sales strategy. Western Europe outside France accounted for an additional 0.4 million vehicles being sold over the same period. The policy of pursuing development outside Western Europe is bearing fruit and since 2004, this is the region that has shown the strongest sales with 1.5 million extra vehicles (now including Renault Samsung Motors), 1.2 million of them sold during the last six years.

KEY DATA

In thousands	1997	2006	2007	% change 2007/2006	% change 2007/1997
World production of French manufacturers	**4,046**	**5,917**	**6,188**	**4.6%**	**53.0%**
Passenger cars	3,472	5,047	5,301	5.0%	52.7%
Light commercial vehicles	507	813	830	2.0%	63.5%
Total light vehicles	3,979	5,861	6,131	4.6%	54.1%
Heavy trucks (at constant scope)	36	56	58	2.8%	62.0%
Production of French manufacturers in France	**2,525**	**2,791**	**2,573**	**-7.8%**	**1.9%**
Passenger cars	2,235	2,380	2,165	-9.0%	-3.1%
Light commercial vehicles	258	366	352	-3.7%	36.7%
Total light vehicles	2,493	2,746	2,518	-8.3%	1.0%
Heavy trucks	30	45	55	22.3%	86.5%
Automotive exports outside France	**2,822**	**4,292**	**4,697**	**9.4%**	**66.4%**
Passenger cars	2,526	3,739	4,110	9.9%	62.7%
Light commercial vehicles	276	517	549	6.2%	98.8%
Total light vehicles	2,802	4,256	4,659	9.5%	66.3%
Heavy trucks	20	37	38	2.6%	91.9%
Automotive exports outside Europe (17 countries)	**659**	**1,810**	**2,154**	**19.0%**	**227.0%**
Passenger cars	563	1,629	1,958	20.2%	248.0%
Light commercial vehicles	88	161	178	10.7%	101.4%
Total light vehicles	651	1,790	2,136	19.3%	228.1%
Heavy trucks	8	19	18	-6.6%	134.8%
Automotive registrations in France	**2,068**	**2,499**	**2,584**	**3.4%**	**24.9%**
Passenger cars	1,713	2,001	2,065	3.2%	20.5%
Light commercial vehicles	313	440	461	4.9%	47.5%
Total light vehicles	2,026	2,441	2,526	3.5%	24.7%
Heavy trucks	39.3	53.1	52.5	-1.1%	33.8%
Cars and buses	3.1	5.2	5.5	4.7%	75.8%
French-make automotive registrations in Europe (17 countries)	**3,300**	**3,917**	**3,862**	**-1.4%**	**17.0%**
Passenger cars	2,841	3,208	3,137	-2.2%	10.4%
Light commercial vehicles	432	673	690	2.6%	59.8%
Total light vehicles	3,273	3,880	3,827	-1.4%	16.9%
Heavy trucks	27	37	35	-6.5%	27.0%

WORLD

MARKET SHARE OF FRENCH GROUPS (new light vehicles)

		2006	2007	Change 2007/2006
In France (makes)	(%)	56.9%	54.4%	-2.5 points
In Europe outside France	(%)	17.3%	16.9%	-0.4 points
In Europe	(%)	23.2%	22.7%	-0.5 points

MARKET SHARE OF FRENCH MAKES (new heavy trucks)

In Europe	(%)	10.5%	9.9%	-0.7 points

WEIGHT OF FRENCH MANUFACTURERS IN WORLD PRODUCTION (PSA Peugeot Citroën, Renault-Dacia-Samsung and Renault Trucks)

Passenger cars	(%)	10.1%	10.0%	-0.1 points
Commercial vehicles	(%)	4.5%	4.4%	-0.1 points
Total	(%)	8.5%	8.5%	-0.1 points

FRENCH AUTOMOBILE EXTERNAL TRADE

Exports	(In € billions)	51.7	51.8	+0.1%
Imports	(In € billions)	45.6	50.3	+10.1%
Balance	(In € billions)	6.1	1.5	-4.6

AUTOMOBILE INDUSTRY CONTRIBUTION TO FOREIGN TRADE GOODS BALANCE

Exports	(%)	13.4%	13.1 %	-0.4 points
Imports	(%)	10.7%	11.2%	+0.5 points

WORLD KEY FIGURES FOR FRENCH MANUFACTURERS (PSA Peugeot Citroën + Renault)

Sales	(In € billions)	96.6	101.3	+4.9%
Capital expenditure	(In € billions)	6.0	5.2	-13.4%
Employees	(In thousands)	341	338	-0.8%

JOBS RELATED TO THE AUTOMOBILE INDUSTRY IN FRANCE

		2007
Automotive industry	(In thousands of people)	275
As a % of the manufacturing and energy industry	(%)	10%
Total (directly and indirectly related)	(In thousands of people)	2,465
As a % of the employed working population	(%)	10%

Since 2004, the global economy has been growing at a brisk pace of around 5%. As in previous years, growth was stronger in emerging countries (Latin America, Asia, Eastern Europe, etc.) than in OECD countries, where it reached 2% in the United States and Japan, and around 3% in the 15 European Union countries.

However, 2007 was marked by the beginning of a financial crisis in the USA and a continuing rise in raw material prices. While in OECD countries, consumer purchasing power was affected by rising fuel, food and housing prices, French automotive manufacturers had to deal not only with consumer decisions about what to buy, but also with the rising price of raw materials used in the manufacturing process, dearer money, and a strong euro, while continuing to meet the changing requirements of society as whole.

In this economic environment, the global automotive market grew by more than 4%, exceeding 70 million vehicles for the first time. In Western Europe, automotive markets rose by 1% and were buoyed up by good results in commercial vehicles. French manufacturers played a key role in this area, but their sales fell due to increased competition and a selective sales strategy.

In Eastern Europe, car sales were stronger due to growth in demand for car ownership. French manufacturers continue to expand both commercially and industrially in this region and opportunities are set to grow. PSA Peugeot Citroën and Mitsubishi will invest in a new plant in Russia, while Renault is developing a strategic partnership with the Russian manufacturer AvtoVAZ.

There was sustained growth in cars in Asia mainly spurred by China and India, where the market expanded vigorously. French manufacturers were able to increase sales in Asia, and decisions on capital expenditure (PSA Peugeot Citroën for a second plant in China and Renault in India) will support this growth.

In Latin America the continued economic upturn led to a significant increase in sales for French manufacturers, especially in Brazil and Argentina.

WORLD

WORLD MOTOR VEHICLE PRODUCTION

In 2007, global motor vehicle production rose to 73 million units (up 6% over 2006), or nearly 4 million more vehicles.
The trends observed since 2000 continued: North American production declined 3% over 2006, while it remained stable on the American continent as a whole, due to a sharp 16% rise in Latin America. In Europe as a whole, dynamic markets for commercial vehicles and the regional markets of Central and Eastern Europe triggered a 2% rise of production in Western Europe and strong growth in new EU Member States (25%), Russia (10%) and Turkey (11%).
China continued to drive global growth with a 41% contribution in 2007, or 1.6 million additional vehicles. The Asia-Pacific region as a whole grew by 9%, with 2.5 million additional vehicles -290,000 in India, 250,000 in South Korea, 240,000 in Indonesia, Iran, Malaysia and Thailand, and 110,000 in Japan.

WORLD MOTOR VEHICLE PRODUCTION

	Passenger cars				Commercial vehicles				Total		Change
	2006 Thousands	%	2007 Thousands	%	2006 Thousands	%	2007 Thousands	%	2006 Thousands	2007 Thousands	2007/2006 %
Europe	**18,100**	**36.3**	**19,331**	**36.4**	**3,299**	**17.1**	**3,514**	**17.5**	**21,399**	**22,845**	**6.8**
of which:											
Western Europe	13,935	27.9	14,216	26.8	2,341	12.1	2,475	12.3	16,276	16,691	2.6
Germany	5,399	10.8	5,709	10.8	421	2.2	504	2.5	5,820	6,213	6.8
Belgium	882	1.8	790	1.5	36	0.2	45	0.2	918	834	-9.1
Spain	2,079	4.2	2,196	4.1	699	3.6	694	3.5	2,777	2,890	4.0
France	2,723	5.5	2,551	4.8	446	2.3	465	2.3	3,169	3,016	-4.8
Italy	893	1.8	911	1.7	319	1.7	373	1.9	1,212	1,284	6.0
United Kingdom	1,442	2.9	1,535	2.9	208	1.1	216	1.1	1,650	1,750	6.1
Sweden	289	0.6	317	0.6	44	0.2	49	0.2	333	366	9.9
Central and Eastern Europe	3,619	7.3	4,480	8.4	516	2.7	575	2.9	4,135	5,055	22.2
Turkey	546	1.1	635	1.2	442	2.3	465	2.3	988	1,099	11.3
North and South America	**9,303**	**18.6**	**9,293**	**17.5**	**9,762**	**50.6**	**9,816**	**48.8**	**19,065**	**19,109**	**0.2**
of which:											
NAFTA (1)	6,892	13.8	6,475	12.2	9,017	46.7	8,979	44.7	15,909	15,454	-2.9
South America	2,411	4.8	2,818	5.3	745	3.9	837	4.2	3,156	3,655	15.8
Asia-Pacific	**22,176**	**44.4**	**24,094**	**45.4**	**6,014**	**31.2**	**6,562**	**32.6**	**28,190**	**30,656**	**8.7**
of which:											
Japan	9,755	19.5	9,945	18.7	1,729	9.0	1,652	8.2	11,484	11,596	1.0
China	5,233	10.5	6,381	12.0	2,045	10.6	2,501	12.4	7,278	8,882	22.0
South Korea	3,489	7.0	3,723	7.0	351	1.8	363	1.8	3,840	4,086	6.4
Africa	**340**	**0.7**	**330**	**0.6**	**230**	**1.2**	**212**	**1.1**	**570**	**542**	**-4.8**
TOTAL	**49,919**	**100.0**	**53,049**	**100.0**	**19,304**	**100.0**	**20,103**	**100.0**	**69,223**	**73,153**	**5.7**
Change 2007/2006		+6.3%				+4.1%			+5.7%		

Double counting is eliminated in regional totals.
(1) NAFTA: Canada, the United States and Mexico.
Sources: CCFA, OICA.

In 2007, passenger car output increased by 6.3% and commercial vehicles by 4.1% and in Europe as a whole, the RAS was similar. However, in Western Europe, the 2% rise in passenger cars was far lower than that of commercial vehicles (6%), whereas the opposite occurred in Turkey and Central and Eastern Europe. In other regions, there were similar variations with stability in America contrasting with a 9% rise in Asia-Pacific. Overall for all types of vehicle, production climbed in Latin America and most Asian countries, whereas the situation was mixed in Western Europe, with a 5% drop in France and 9% in Belgium, a 4% rise in Spain, 6% in Italy and the United Kingdom, and 7% in Germany.

19.7 MILLION

VEHICLES PRODUCED IN THE EUROPEAN UNION (27 COUNTRIES), THE WORLD'S LARGEST AUTOMOBILE REGION

WORLD

WORLD MOTOR VEHICLE PRODUCTION

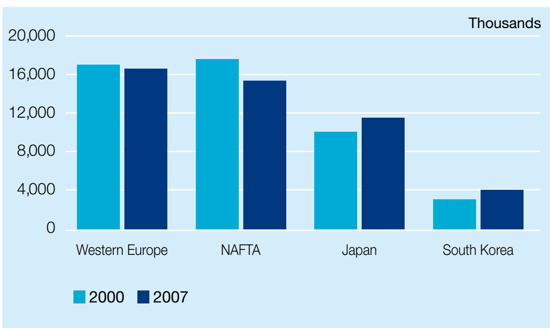
Between 2000 and 2007, the global production of motor vehicles (73 million) increased at an exceptional rate by 15 million units.

In developed countries or regions, production decreased slightly by 200,000 vehicles to nearly 48 million vehicles, accounting for less than two thirds of global output, compared with more than 80% in 2000. In these regions, production in North America declined by 2.2 million vehicles and in Western Europe by 400,000, while increasing in Japan by 1.5 million vehicles and South Korea by 1 million vehicles, partly because of favorable exchange rates.

All the increase in world production in this period was observed in the following five areas: China (by 6.8 million vehicles, representing 46% of the total increase), Turkey and Central and Eastern Europe (by 3.1 million vehicles or 21%), Indonesia, Iran, Malaysia and Thailand (by 1.8 million vehicles), South America (by 1.6 million vehicles) and India (1.5 million vehicles). These last three regions contributed to the bottom third of global growth for the period.

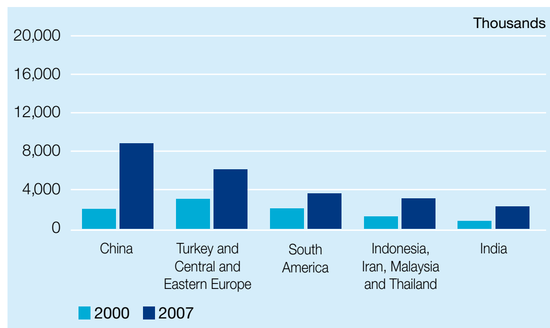
GLOBAL PRODUCTION OF ALL VEHICLES

Developed regions and countries



Sources: CCFA, OICA.

Emerging regions and countries

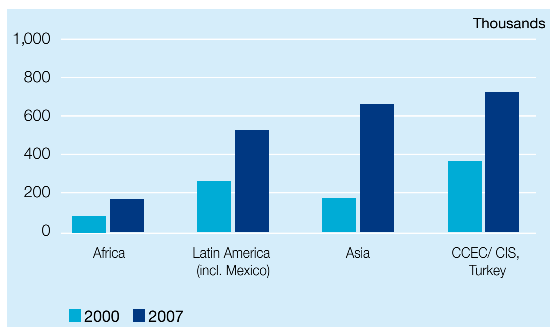


Sources: CCFA, OICA.

In this context of changing global production, French manufacturers substantially increased deliveries to these regions. Their deliveries outside EU-17 grew by nearly 1.2 million between 2000 and 2007, totaling more than 2.1 million vehicles.

Deliveries increased by nearly 100,000 vehicles in Africa, more than 250,000 in Latin America including Mexico, by more than 350,000 in Turkey and Central and Eastern European countries, and by nearly 500,000 vehicles in Asia.

Evolution of markets for French manufacturers outside of EU-17: all vehicles



Source: CCFA.

+15

MILLION

INCREASE IN WORLD VEHICLE PRODUCTION BETWEEN 2000 AND 2007

WORLD

WORLD RANKINGS OF AUTOMOBILE MANUFACTURERS

8.5%
SHARE OF FRENCH MANUFACTURERS IN WORLD MOTOR VEHICLE PRODUCTION IN 2007

PSA Peugeot Citroën, which still relies on internal growth, produced nearly 3.5 million vehicles and ranked seventh in the world manufacturers listing.
Renault, which continues to grow both externally and internally, increased output by nearly 2.7 million units. It is the world's tenth largest vehicle manufacturer.
French vehicle production represented 8.5% of global automobile production, lower than the 2001 peak of 9.8%, but better than the 7.3% level in 1997.
French manufacturers had a mixed 2007 in terms of output, and the second half-year was again in line with the pace of global growth.

GLOBAL PRODUCTION BY NUMBERS OF VEHICLES IN 2007

In thousands		All vehicles (1)	Passenger cars	Light commercial vehicles (2)	Heavy trucks (2)	Coaches and buses (2)
Toyota-Daihatsu-Hino (3)	1	9,498	7,928	1,337	148	86
General Motors (Opel-Vauxhall-GM Daewoo)	2	9,350	6,260	3,056	33	2
Volkswagen Group	3	6,268	5,964	257	40	8
Ford (Jaguar, Volvo cars)	4	6,248	3,566	2,586	96	-
Hyundai-Kia	5	3,987	3,578	148	159	101
Honda	6	3,912	3,869	43	-	-
PSA Peugeot Citroën	7	3,457	3,025	433	-	-
Nissan	8	3,431	2,651	642	131	7
Fiat-Iveco-Irisbus	9	2,679	1,991	537	128	25
Renault-Dacia-Samsung	10	2,669	2,276	393	-	-
Suzuki-Maruti	11	2,596	2,284	312	-	-
Chrysler	12	2,539	755	1,779	5	-
Daimler (incl. Evobus and Fuso)	13	2,097	1,335	257	439	65
BMW (incl. Mini)	14	1,542	1,542	-	-	-
Mitsubishi	15	1,412	1,101	304	7	-
Mazda	16	1,287	1,166	118	3	-
AvtoVAZ	17	736	736	-	-	-
FAW (excl. VW, Toyota)	18	691	691	-	-	-
Tata (Telco)	19	588	243	170	158	17
Fuji (Subaru)	20	585	513	72	-	-
Chana Automobile Liability (excl. Ford)	21	544	544	-	-	-
Isuzu	22	532	-	50	479	4
Beijing AIG (excl. Hyundai, Daimler, Chrysler)	23	454	454	-	-	-
Dongfeng (excl. PSA, Honda, Kia)	24	437	437	-	-	-
Chery Auto	25	428	428	-	-	-
SAIC-Ssangyong-Nanjing (excl. GM, VW)	26	313	313	-	-	-
Brilliance (excl. BMW)	27	294	294	-	-	-
Gaz	28	249	39	180	30	-
Volvo-Renault Trucks-Mack-Nissan Diesel	29	236	-	15	210	11
Harbin Hafei Automotive	30	231	231	-	-	-
Zhejiang Geely	31	217	217	-	-	-
Anhui Jianghuai Auto	32	210	210	-	-	-
Mahindra & Mahindra	33	169	104	64	-	-
Paccar-DAF	34	127	-	-	127	-
Great Wall Motor	35	123	123	-	-	-
Changhe Aircraft Industrie	36	112	112	-	-	-
Porsche	37	107	107	-	-	-
BYD	38	100	100	-	-	-
China National	39	100	100	-	-	-
MAN-ERF-NEOMAN Bus	40	98	-	-	92	6
Navistar	41	87	-	-	71	16
Fujian	42	84	84	-	-	-
Scania	43	78	-	-	71	7
UAZ	44	72	32	40	-	-
Shannxi Auto	45	68	68	-	-	-
Shangdong Kaima	46	66	66	-	-	-
Total for manufacturers listed		71,107	55,534	12,793	2,426	354
Others manufacturers (China, India, Russia, Poland, Turkey,…)		2,045				
TOTAL PRODUCTION		73,153				

(1) There may be double accounts between manufacturers.
(2) Non-standard weight limits.
(3) Of which Daihatsu had 856,000 and Hino 107,000.
Sources: OICA, CCFA

The brisk increase in global vehicle output of around 6% affected nearly all manufacturers, except those with a preponderant presence in North America, especially for heavy trucks.
The Toyota Group, including Daihatsu and Hino, took the first place from General Motors as in 2006. With a 10% increase, Volkswagen took the third place from Ford, whose production has continued to decline.

For Asian manufacturers, production was mostly on the rise. While Maruti-Suzuki and Honda continued to increase output, Mitsubishi and Nissan recovered and Mazda fell back.
The trend among leading European manufacturers was positive, with growth of over 10% at BMW and Fiat, while Renault posted 7%, PSA Peugeot Citroën 3% and Daimler 2%.

WORLD

GLOBAL AUTOMOTIVE MARKETS

In 2007, new vehicle registrations worldwide rose for the sixth consecutive year by over 4% to 70 million vehicles. In 2003, the number was less than 60 million units.
As in previous years, strong growth was recorded in emerging regions: Central and Eastern Europe (21%), Asia excluding Japan and South Korea (13%), South America (25%) and Africa (6%).
In major industrialized countries where demand for cars is now mature, there was lower market growth. In NAFTA (USA, Canada and Mexico), sales fell for the second consecutive year by 3%. In Western Europe, new car registrations rose by nearly 1%, due to the increase in commercial vehicles. The Japanese market fell by nearly 7% to a level it had not experienced since 1983.

WORLD MARKETS

	Passenger cars				Commercial vehicles				Total		Change
	2006		2007		2006		2007		2006	2007	2007/2006
	Thousands	%	Thousands	%	Thousands	%	Thousands	%	Thousands	Thousands	%
Europe	**18,639**	**40.3**	**19,561**	**40.0**	**3,235**	**15.2**	**3,467**	**16.1**	**21,874**	**23,028**	**+5.3**
of which:											
Western Europe	14,746	31.9	14,775	30.2	2,346	11.0	2,451	11.4	17,092	17,227	+0.8
Central and Eastern Europe	3,893	8.4	4,786	9.8	889	4.2	1,015	4.7	4,782	5,801	+21.3
North and South America	**12,223**	**26.5**	**12,746**	**26.1**	**11,281**	**52.9**	**11,066**	**51.3**	**23,504**	**23,812**	**+1.3**
of which:											
NAFTA (1)	9,361	20.3	9,101	18.6	10,542	49.5	10,201	47.3	19,903	19,302	-3.0
USA	7,821	16.9	7,618	15.6	9,228	43.3	8,842	41.0	17,049	16,460	-3.5
South America	2,863	6.2	3,645	7.5	739	3.5	865	4.0	3,601	4,510	+25.2
Asia-Pacific	**14,442**	**31.3**	**15,652**	**32.0**	**6,377**	**29.9**	**6,580**	**30.5**	**20,820**	**22,232**	**+6.8**
of which:											
South Korea	976	2.1	1,040	2.1	244	1.1	249	1.2	1,220	1,289	+5.7
Japan	4,612	10.0	4,326	8.8	1,127	5.3	1,028	4.8	5,740	5,354	-6.7
Other Asia-Pacific	8,854	19.2	10,286	21.0	5,006	23.5	5,303	24.6	13,860	15,589	+12.5
Africa	**893**	**1.9**	**945**	**1.9**	**416**	**2.0**	**444**	**2.1**	**1,309**	**1,389**	**+6.1**
Total	**46,197**	**100**	**48,904**	**100**	**21,310**	**100**	**21,557**	**100**	**67,507**	**70,461**	**+4.4**
Change 2007/2006			5.9%				1.2%			4.4%	

NAFTA: Canada, USA and Mexico.
Source: CCFA.

In the USA, despite a positive consumer tendency and numerous sales incentives, the market dropped back for the second year in a row by 3%.
In Europe, although the market for new cars has remained stable (up 0.2%), commercial vehicles continued to grow by 4.5%. In major countries and for all vehicles combined, new car registrations fell in Germany (by 8% due to a 3 percentage point raise in VAT in early 2007) and remained stable in Spain at a record level of -0.7%. They also increased in the United Kingdom by 2%, in France by 3% and, more significantly in Italy by 7% due to the introduction of a scrap incentive.
Although in Japan, sales fell back 7% to a level similar to that of 1983 with 5.3 million vehicles, South Korea bounced back by 6% for the third consecutive year, after two years of sharp drops in 2003 and 2004. Growth in the Asia-Pacific region was also boosted by other countries (+13%), including India, Iran and China, where the market exceeded 8 million units for the first time. After substantial drops in 2006, sales bounced back in Indonesia, remained stable in Malaysia and continued to decline in Taiwan.
In South America, car ownership is continuing to expand and the market rose by 25% due to substantial increases in Argentina (23%) and Brazil (28%).
In Africa, where volumes are lower, growth reached 6% and the decline in South Africa, the continent's largest market, was mostly offset by growing sales in North African countries and Egypt.

22%

SHARE OF 2007 WORLD SALES FOR ASIA-PACIFIC (EXCLUDING JAPAN AND SOUTH KOREA)

WORLD

TRENDS IN PRODUCTION AND TRADE AMONG THE THREE LEADING GLOBAL AUTOMOTIVE REGIONS

In 2007, the European Union (27 countries) remained an open market with continuing growth in exports, especially to the countries of the Community of Independent States.
The USA and Canada form the second major production hub, however there has been a long tradition of large-scale imports to satisfy the world's leading automotive market, and this has continued, especially in passenger cars.
In Japan, due to the diversification of markets for the country's automotive industry on all continents (a 10% growth in exports) and the continuing low yen, production increased 1%, with passenger cars increasing by 2%. Imports still only account for fewer than 5% of total car registrations.

PASSENGER CARS

	European Union (1)		USA and Canada (3)		Japan	
PRODUCTION	In thousands	Index (100=1990)	In thousands	index (100=1990)	In thousands	index (100=1990)
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
2007	17,104	134	5,266	74	9,945	102
IMPORTS (2)	In thousands	% of total	In thousands	% of total	In thousands	% of total
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%
2007	2,400	14%	2,654	50%	235	2%
EXPORTS (2)	In thousands	% of total	In thousands	% of total	In thousands	% of total
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%
2007	3,600	21%	1,409	27%	5,812	58%

COMMERCIAL VEHICLES

PRODUCTION	In thousands	index (100=1990)	In thousands	index (100=1990)	In thousands	index (100=1990)
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
2007	2,613	164	8,093	178	1,652	47
IMPORTS (2)	In thousands	% of total	In thousands	% of total	In thousands	% of total
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%
2007	380	15%	1,534	19%	2	0%
EXPORTS (2)	In thousands	% of total	In thousands	% of total	In thousands	% of total
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%
2007	340	13%	296	4%	738	45%

(1) The number of countries included in the "European Union" corresponds to the number of member countries in the year in question.
(2) Internal European Union trade not included.
(3) Source: Ward's Automotive Reports as of 1999.
Source: Eurostat, CCFA since 1991.

56%

OF VEHICLES MANUFACTURED IN JAPAN WERE EXPORTED IN 2007

Trends in the three leading global automotive markets have contrasted sharply since 1990. In the European Union (currently 27 countries), vehicle production has grown by 38% while an already high trade performance has continued to expand and is now posting a surplus of one million vehicles.
Output rose by 14% in the United States and Canada over the same period, thanks to the success of light commercial vehicles, even though production of this category of vehicle has declined since 2004. Imports were already substantial in 1990 and continue to rise whereas exports have quintupled since 1990, but still account for just 13% of production compared with 20% for the European Union and 56% for Japan.
Vehicle production in Japan fell 13% mainly due to a lackluster domestic market. After declining over the decade up to 2001, which was 29% lower than the 1990 level, exports have increased substantially as the yen has weakened and are now more than 12% higher than in 1990. Japanese manufacturers have also opened a number of production plants overseas.

WORLD

GLOBAL TRADE IN AUTOMOTIVE PRODUCTS

64%
SHARE OF INTRA-REGIONAL TRADE IN GLOBAL AUTOMOTIVE INDUSTRY PRODUCTS

According to the World Trade Organization, worldwide trade in automotive products grew sharply by 10% in 2006 to 1,015 billion dollars. This trade accounted for 9% of global goods exports and 12% of global manufactured product exports.

Trade in automotive products within regions rose 7% to more than 650 billion dollars or 64% of global trade in these products. There are, however, strong disparities between different geographies. North America (including Mexico) and Europe (excluding the Community of Independent States) have an 80% share, while South America has 56% and Asia-Pacific just over 20%.

Trade outside regions rose 16% to come out at 360 billion dollars in new geographies such as CIS, South America, Middle East and Africa. Asia-Pacific contributed 62% to this increase. This rise in extra-regional exports trade for Asia-Pacific accounted for over 97% of the total increase in exports in this region.

GLOBAL TRADE IN AUTOMOTIVE PRODUCTS

In US$ billions	Exports (FOB) / Imports (CIF) to/from leading global automotive markets														
Zones	World			USA and Canada, then North America [1]			European Union [2]			Japan			Other		
Country	EXP.	IMP.	Balance	EXP.	IMP.	Balance	EXP.	IMP.	Balance	EXP.	IMP.	Balance	EXP.	IMP.	Balance
USA															
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
2000	67.2	170.2	-103.0	38.2	58.8	-20.5	6.3	28.9	-22.6	2.7	44.5	-41.8	19.9	38.0	-18.1
2006	95.3	220.2	-124.9	63.6	99.5	-35.9	12.9	42.9	-30.0	1.6	57.2	-55.6	17.3	20.7	-3.4
Canada															
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
2000	60.7	46.3	14.4	59.2	37.6	21.6	0.3	1.7	-1.4	0.1	3.5	-3.4	1.1	3.6	-2.4
2006	66.3	62.9	3.5	64.7	44.0	20.7	0.5	3.1	-2.6	0.1	4.6	-4.5	1.1	11.1	-10.0
European Union															
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
2000	270.1	231.4	38.7	27.4	5.6	21.9	186.7	186.7	0.0	5.9	14.8	-8.9	50.1	24.3	25.8
2006	534.0	449.0	85.0	52.4	12.5	39.9	384.3	384.3	0.0	7.6	22.1	-14.5	89.8	30.1	59.7
Germany [3]															
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
2000	92.2	42.2	49.9	16.6	1.8	14.8	51.0	26.3	24.7	3.9	3.4	0.5	20.6	10.8	9.8
2006	180.4	78.0	102.4												
France [3]															
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
2000	39.9	30.5	9.4	0.9	0.4	0.5	31.7	26.3	5.5	0.2	1.2	-1.0	7.0	2.6	4.4
2006	64.8	57.2	7.6												
Italy [3]															
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
2000	18.4	25.3	-7.0	0.9	0.2	0.7	13.3	20.3	-7.1	0.3	1.5	-1.3	4.0	3.3	0.7
2006	30.5	44.7	-14.2												
Japan															
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
2000	88.1	10.0	78.1	47.2	2.3	44.9	13.2	6.0	7.2				27.7	1.6	26.1
2006	139.2	13.9	125.3	65.1	1.9	63.2	21.2	7.9	13.4				52.8	4.2	48.7
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
2000	15.2	1.8	13.4	6.2	0.3	5.9	3.0	0.4	2.7	0.2	0.7	-0.5	5.8	0.4	5.4
2006	43.1	5.2	37.9	13.3	0.6	12.6	10.2	2.3	7.8	0.5	1.5	-1.0	19.2	0.8	18.4
China (excl. Hong Kong)															
2000	1.6	3.8	-2.2	0.6	0.6	0.0	0.2	1.3	-1.1	0.3	1.5	-1.2	0.5	0.4	0.1
2006	14.4	18.6	-4.2	4.8	1.8	3.0	2.1	7.8	-5.7	1.5	6.0	-4.5	6.0	3.0	3.0
Brazil															
2000	4.7	4.3	0.4	0.8	0.4	0.4	0.7	1.4	-0.7	0.0	0.4	-0.4	3.2	2.1	1.1
2006	13.0	6.0	7.0	3.7	0.9	2.8	1.5	2.1	-0.6	0.0	0.6	-0.6	7.8	2.5	5.4

(1) From 2005, exports to North America mainly target the USA, Canada and Mexico.
(2) For comparison, 15 EU countries have been included since 1993, and 25 since 2004. The "Other" column includes all countries outside the three major markets.
(3) Since 2001, CCFA has based its estimates of imports and exports for European Union countries on local customs statistics.
Source: GATT/WTO.

Between 2005 and 2006, while the exchange rate between the euro and the dollar remained on average stable each year, the yen lost more than 5% against the dollar, while the won continued to rise against the dollar (7% in 2006).
In 2006, Germany was still the largest exporter of automotive products with an 18% share worth 180 billion dollars.
In the world's second largest market, Japan exported 139 billion dollars worth of vehicles, 47% of this to North America, creating a trade surplus of 125 billion dollars.
The USA remained the world's largest importer of automotive products, worth 220 billion dollars, with a deficit in automotive products amounting to 125 billion dollars, or more than 10 billion dollars a month.
EU-25 automotive exports amounted to 534 billion dollars. Trade within the EU accounted for over 70% of this total.
France accounted for more than 6% of world exports worth 65 billion dollars.

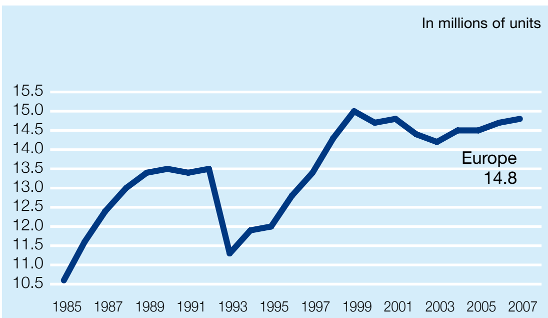
WORLD

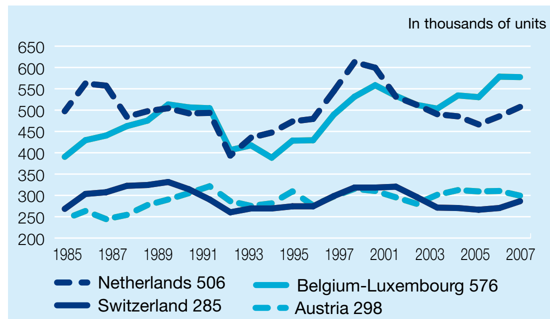
NEW PASSENGER CAR REGISTRATIONS BY COUNTRY

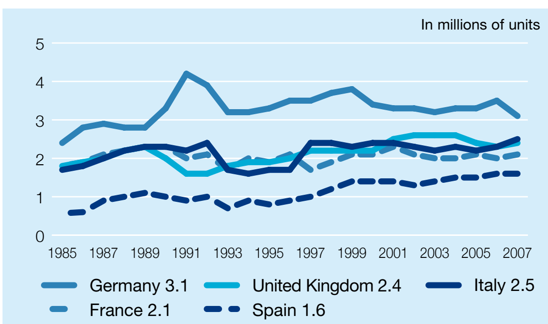
14.8
MILLION
NEW PASSENGER CAR REGISTRATIONS IN WESTERN EUROPE IN 2007

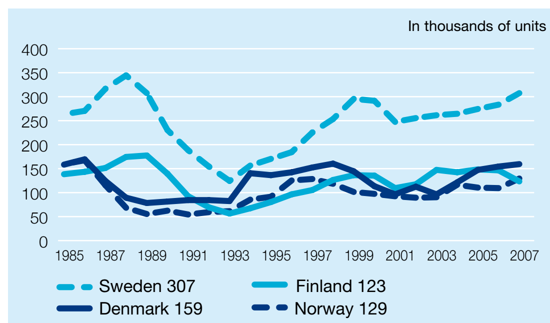
With 14.8 million new cars registered in Western Europe, the market has remained stable with 0.2% growth compared with 2006. These registrations exceeded 14 million units, the threshold level since 1998 and equivalent to nearly one fifteenth of the European car fleet.
Country changes varied from down 0.4% at 11.7 million in the "5 major countries" to up 2.7% at 3.1 million in other countries.
The German market fell by 320,000 units, reaching its lowest level since reunification (due to the early 2007 VAT increase). A scrap incentive boosted the Italian market by 170,000 new cars. Purchases driven by the new "bonus/malus" system generated a 3% increase in the French market.
In other countries, a new tax prompted an 8% rise in the Swedish market. The most extreme changes were seen in Finland (-15%) and Norway (+18%).

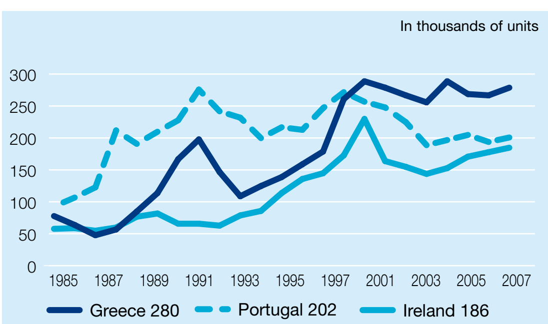
New passenger car registrations in Europe











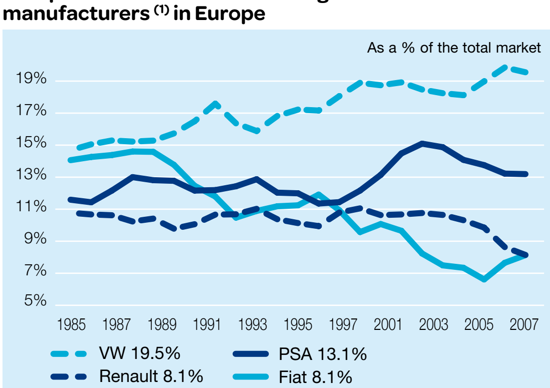
The European market covers 17 countries (the 15 European Union countries plus Switzerland and Norway), and economic conditions and trends are very similar in all of them. From 1990, this market has included the former East Germany. In 2006, light commercial vehicles were reclassified as passenger cars in Spain. On a like-for-like basis, registrations declined 1.9% in Spain and grew 0.9% in Western Europe. Lower oil prices and the expansion of the European Union drove strong growth in the automotive market between 1986 and 1989, 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 has subsequently picked up steadily, with registrations exceeding 14 million units since 1998 in a more or less favorable economic environment.

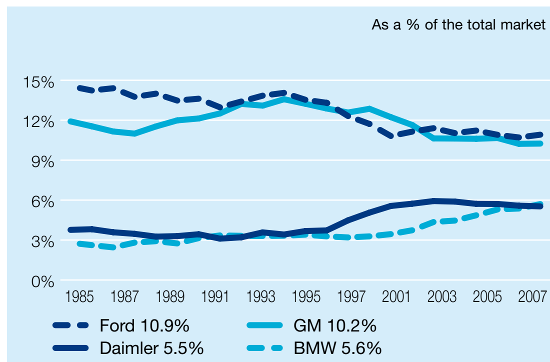
EUROPE

NEW PASSENGER CAR REGISTRATIONS BY GROUP

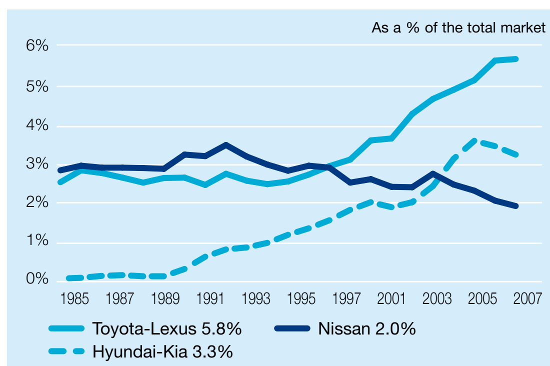
In 2007, French automobile manufacturers' market share in Europe fell for the fourth year in a row to 21.2% compared with 25% between 2001 and 2003, almost returning to the 1997 level. This shrinkage can be attributed to constantly tougher competition, a selective sales strategy, and the impact of the relatively weak yen. 2008 should be a better year for French automakers with numerous new vehicle launches.
Six major 'generalist' European automakers manufacturing a full line of vehicles each held more than 8% of the market.

European market share of leading automobile manufacturers (1) in Europe





The Volkswagen Group, with four main makes, has maintained its position since 1999, accounting for more than 19% of the market.
French automotive manufacturers' market share fell 0.5 points to an aggregate 21.2% (their 1997 level), after rising above 25% between 2001 and 2003.
Ford's market share has been close to 11% since 2000, and has outpaced General Motors since 2002 (which remained stable at 10.2% in 2007). In the mid-1990s, they both had a market share of over 13%.
Fiat regained some market share for the second year in a row, reaching the 8.1% it had in 2002 (compared with nearly 12% in 1997 and 15% in 1989).
Daimler, now without Chrysler, consolidated a growth momentum initiated in 1997 by diversifying its range of models. Its market share amounted to 5.5%.
The BMW Group, including the Mini make, continued to expand, with market share reaching 5.6%. However, it has now been surpassed by Toyota, whose market share has increased steadily since 1995 and reached 5.8% in 2007.
Hyundai-Kia saw its market share dip for the second consecutive year by 0.2 points over 2006, to stand at 3.3%.



(1) Based on the 2007 scope of consolidation.
See page 57 for group definitions.

1 IN 5 NEW PASSENGER CARS
SOLD IN WESTERN EUROPE IS A FRENCH MAKE

EUROPE

RANGE ANALYSIS IN 2007

New segmentation, see page 15 too.

40 AND 74

NUMBERS OF MODELS AND BODY STYLES OFFERED BY FRENCH MANUFACTURERS

MAIN NEW PASSENGER CAR REGISTRATION IN EUROPE

Group	Make	Economy and low range	Low-mid range	High-mid range	Premium range
PSA PEUGEOT CITROËN	CITROËN	C1, C2, C3, Nemo, Berlingo	Xsara, C4, Jumpy, Jumper	C5, C-Crosser	C8, C6
	PEUGEOT	107, 1007, 206, 207, Bipper, Partner	307, 308, Expert, Boxer	407, 4007	807, 607
RENAULT GROUP	RENAULT	Twingo, Clio, Modus, Kangoo	Mégane, Master	Laguna, Trafic, Koleos	Espace, Vel Satis
	DACIA	Logan, Sandero			
BMW	BMW		1-Series		3, 5, 6, 7-Series, X3, X5, Z4
	MINI	Mini			
CHRYSLER	CHRYSLER-JEEP		PT Cruiser	Wrangler, Compass, Cherokee	(Grand) Voyager, Crossfire, 300C, Sebring, Grand Cherokee, Commander
	DODGE			Caliber, Nitro	
DAIHATSU		Cuore, Sirion, Terios			
DAIMLER	MERCEDES		A, B-Class, Vito	Viano	C, E, S, CL, SL, CLS, SLR, CLK, SLK, R, G, GL, ML-Class
	SMART	Fortwo			
FIAT	ALFA ROMEO		147	159, Brera, GT	166, Spider
	FIAT	Seicento, Panda, 500, Punto, Idea, Sedici, Doblo	Stilo, Bravo, Multipla, Scudo, Ducato	Croma	Ulysse
	LANCIA	Ypsilon, Musa			Phedra, Thesis
FORD EUROPE	FORD	Ka, Fiesta, Fusion, T. Connect	Focus, Transit	Mondeo	Galaxy, S-Max
	JAGUAR				X-Type, S-Type, XJ, XK
	LAND ROVER			Freelander, Defender	Discovery, Range Rover
	VOLVO		C30	S40, V50	S60, S80, V70, C70, XC70, XC90
GM EUROPE	CHEVROLET	Matiz, Kalos	Tacuma	Lacetti, Nubira, Epica, Captiva	Corvette
	OPEL	Agila, Corsa, Meriva, Tigra, Combo	Astra, Zafira, Movano	Vectra, Signum, Antara, Vivaro	
	SAAB				9-3, 9-5
HONDA		Jazz	Civic, FR-V	Accord, CR-V	
HYUNDAI	HYUNDAI	Atos, Getz	Accent, I30, Coupe, Matrix	Sonata, Santa Fe, Tucson	Trajet, Terracan
	KIA	Picanto	Rio, Cerato, Cee'd, Carens	Sportage	Magentis, Carnival, Sorento
MAZDA		2	3, 5, MX5	6	RX8
MITSUBISHI		Colt	Lancer	Outlander	Grandis, Pajero
NISSAN		Micra, Note		Qashqai, X-Trail	350Z, Murano, Pathfinder, Patrol
PORSCHE					911, Boxster, Cayman, Cayenne
SSANGYONG				Actyon, Kyron	Rodius, Rexton
SUBARU		Justy		Impreza, Legacy, Forester	B9 Tribeca
SUZUKI		Swift, Wagon-R, Jimny, SX4	Liana	Grand Vitara	
TOYOTA	TOYOTA	Aygo, Yaris	Corolla, Auris	Avensis, Prius, RAV4	Land Cruiser
	LEXUS				GS, IS, LS, RX
VOLKSWAGEN GROUP	AUDI		A3	A4, A5, TT	A6, A8, R8, Allroad, Q7
	SEAT	Ibiza	Cordoba, Leon, Altea	Toledo	Alhambra
	SKODA	Roomster	Fabia	Octavia	Superb
	VOLKSWAGEN	Fox, Polo, Caddy	Golf, Jetta, New Beetle, Touran, Eos	Passat, Tiguan, Transporter	Sharan, Phaeton, Touareg

Source: CCFA.

EUROPE

BREAKDOWN AND RANKING BY MODEL

Four of Europe's eight top-selling models are Renault, Peugeot or Citroën makes, compared with just two models in the top ten in 1997.
In 2007, a new range-based segmentation of the market was introduced, with the aim of eliminating the previous "other" range. "Light vans" such as the Citroën Berlingo have been reclassified in the low range, while other vehicles based on commercial vehicles such as the Renault Trafic have been reallocated. Four-wheel drive vehicles are now classified inside all ranges, from low to mid to high (Peugeot 4007).

7 OF THE 15 BEST-SELLING MODELS IN EUROPE WERE LOW RANGE IN 2007

As a % of new registrations by country	Low range	Low-mid range	High-mid range	Premium	Other
Germany	27	34	18	20	1
Austria	30	35	20	15	0
Belgium	35	33	16	16	0
Denmark	37	31	24	7	1
Spain	28	42	17	12	0
Finland	16	36	32	15	2
France	45	34	13	9	0
Greece	43	32	18	7	0
Ireland	22	37	27	13	1
Italy	60	22	10	8	0
Luxembourg	28	32	18	22	0
Netherlands	38	31	18	11	1
Portugal	38	39	12	11	0
United Kingdom	34	33	17	16	0
Sweden	14	27	25	33	0
European Union (15 countries)	**37**	**33**	**16**	**14**	**0**
Norway	16	31	38	15	0
Switzerland	30	28	23	19	1
All 17 countries	**37**	**32**	**16**	**14**	**0**

	Sedans	Station wagons	Coupes	Convertibles	MPVs	Other
Germany	45	19	2	4	18	12
Austria	45	16	1	2	23	14
Belgium	50	14	1	3	23	9
Denmark	55	23	0	1	15	5
Spain	65	4	1	2	17	11
Finland	50	26	0	0	11	13
France	58	7	1	2	24	8
Greece	74	0	1	2	8	15
Ireland	74	2	1	1	10	11
Italy	64	9	1	1	15	9
Luxembourg	50	12	2	2	18	15
Netherlands	51	16	1	2	20	11
Portugal	60	19	1	2	14	4
United Kingdom	63	7	2	5	14	9
Sweden	38	43	1	1	7	10
European Union (15 countries)	**57**	**12**	**1**	**3**	**17**	**10**
Norway	39	32	0	1	12	16
Switzerland	41	18	2	5	18	16
All 17 countries	**57**	**12**	**1**	**3**	**17**	**10**

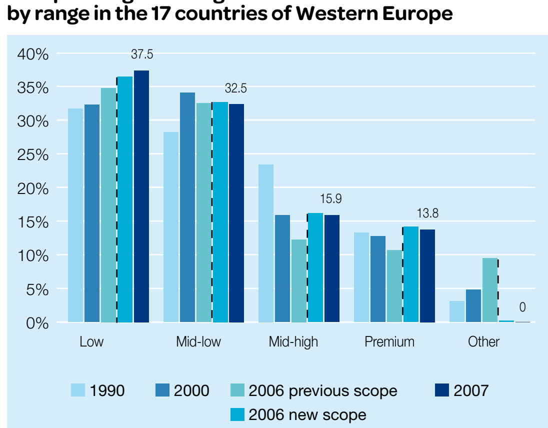
Source: CCFA.

RANKING OF THE FIFTEEN LEADING MODELS IN 2007

Model	Rank	Market share
Volkswagen Golf	1	3.5%
Peugeot 206-207	**2**	**3.4%**
Ford Focus	3	3.3%
Renault Mégane	**4**	**3.0%**
Citroën C4-Xsara	**5**	**2.8%**
Opel Corsa	6	2.6%
Opel Astra	7	2.6%
Renault Clio	**8**	**2.5%**
Ford Fiesta	9	2.3%
Fiat Punto	10	2.0%
BMW 3-Series	11	2.0%
Volkswagen Passat	12	1.9%
Volkswagen Polo	13	1.9%
Peugeot 307-308	**14**	**1.7%**
Fiat Panda	15	1.6%
Citroën C3		**1.4%**
Peugeot 407		**0.8%**
Peugeot 107		**0.6%**
Citroën C1		**0.6%**
Renault Twingo		**0.6%**
Dacia Logan		**0.5%**
Renault Laguna		**0.5%**
Citroën C2		**0.5%**
Renault Modus		**0.4%**
Citroën C5		**0.3%**

Source: CCFA.

New passenger car registrations by range in the 17 countries of Western Europe



In Europe, 70% of new passenger cars are in the low and low-mid range. Due to high fuel prices, low range cars are expanding, and seven of the 15 best-selling models in Europe in 2007 can be found in this range. In the ten years from 1990 to the start of the 2000s, buyers tended to trade down from the high-mid range to the low-mid range which offers more MPVs. The recent growth in four-wheel drives has slowed this trend down.

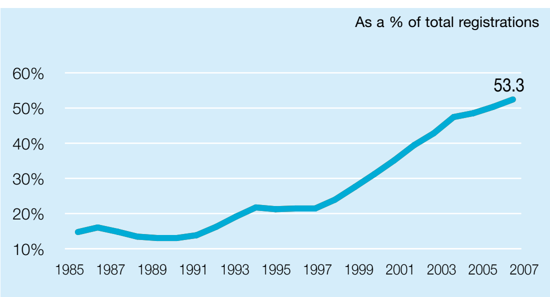
The market share of sedans, although still dominant, has declined in recent years in favor of station wagons, MPVs, convertibles, light vans and four-wheel drives. Market share has been stable since 2006, due to the increased share of low-range vehicles. However, each European country retains its own features. Southern Europe continues to prefer low- and low-mid range vehicles, while premium cars and station wagons remain the most popular choice in Northern Europe.

EUROPE

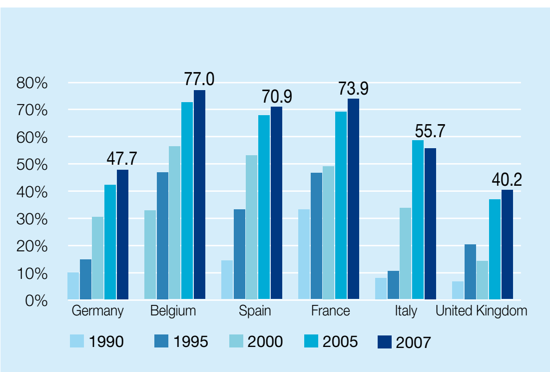
TECHNICAL CHARACTERISTICS OF NEW PASSENGER CARS

The proportion of new diesel-powered cars in Europe as a percentage of total registrations has grown significantly since 1997. In 2007 it reached 53%, representing growth of 2 points in a year, compared with just 22% in 1997.
Of the 7.9 million new diesel units registered in Europe, 1.8 million were French makes, representing a market share of 23%, versus 27% in 2005 and 29% in 2000.
Diesel passenger cars continue to expand in numbers and reached 30% of the fleet in 2007, up 2 points for the fifth year in a row.

European diesel passenger car market



Diesel market share by country



TECHNICAL CHARACTERISTICS OF NEW PASSENGER CARS IN EUROPE FOR 2007

	Average cylinder capacity cc	Average horsepower kW	4WD %	Diesel %
Germany	1,863	96	10.5	47.7
Austria	1,765	85	15.3	59.3
Belgium	1,723	81	6.5	77.0
Denmark	1,651	82	3.3	38.8
Spain	1,784	87	10.4	70.9
Finland	1,851	95	13.3	28.2
France	1,680	80	7.2	73.9
Greece	1,548		11.0	2.9
Ireland	1,637	81	7.3	27.0
Italy	1,558	74	10.4	55.7
Luxembourg	1,970	103	12.4	77.4
Netherlands	1,703	85	6.5	28.2
Portugal	1,559	77	3.1	69.3
United Kingdom	1,777	91	8.7	40.2
Sweden	1,964	105	15.1	34.7
European Union (15 countries)	**1,734**	**86**	**9.4**	**53.6**
Norway	1,818	88	21.9	74.3
Switzerland	1,981	109	25.2	32.5
All 17 countries	**1,740**	**87**	**9.9**	**53.3**

Source: CCFA.

In Europe, the average cylinder capacity and horsepower of passenger car engines vary considerably from one country to another, reflecting each country's specific economic, tax and geographic conditions. Horsepower continued to climb slowly but steadily in 2007, while cylinder capacity has stopped to increase since 2006 as a result of downsizing (i.e. same engine power with lower cylinder capacity).

The market share of four-wheel drive vehicles increased in all countries and stood at 10% throughout the European market, or 1.5 million units. 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 dependent on local regulations and tax rules. In a stable European market in 2007, diesel sales rose 2 points, lifting market share to 53%. In Belgium, Spain, Luxembourg, Portugal, France and now Norway, more than two out of three new cars registered are diesel. In Germany and Italy, diesel market share stands at 48% and 56% respectively.
Traditionally unfavorable to diesel, Scandinavian countries have sharply increased their purchase of diesel vehicles, a development mainly attributable to changes in tax regulations. Between 2004 and 2007, sales of diesel cars grew by 15 points to 39% in Denmark (a rise of 12 points in 2007), by 13 points to 28% in Finland (up 8 points in 2007), by 46 points to 74% in Norway (up 26 points in 2007), and by 27 points to 35% in Sweden (an increase of 15 points in 2007).

53%
SHARE OF DIESEL VEHICLES IN THE EUROPEAN NEW PASSENGER CAR MARKET IN 2007

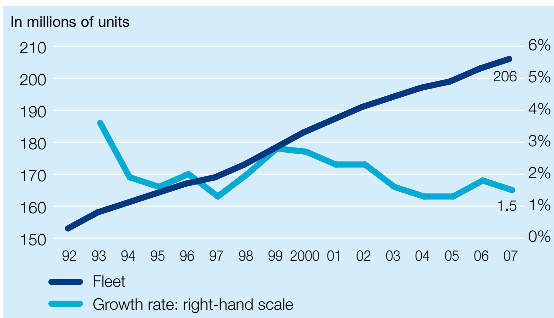
EUROPE

PASSENGER CAR FLEET IN EUROPE

In Western Europe as in France, growth in the number of passenger cars in use has been slowing since the end of the 1990s and now stands at around 1% a year.
In new EU countries and Turkey where motorization is lower, the need for transport is driving a more sustained overall growth in car ownership (5-6%); the demand for lower cost vehicles is met among other solutions by imports of used vehicles.
Sales of diesel cars in Western Europe have increased substantially in recent years and diesel cars exceeded 30% of all cars in 2007.
Since 2000, the percentage of cars more than 10 years old has remained stable in Western Europe at between 32 and 34%; the new car market in Western Europe has turned into a replacement market.

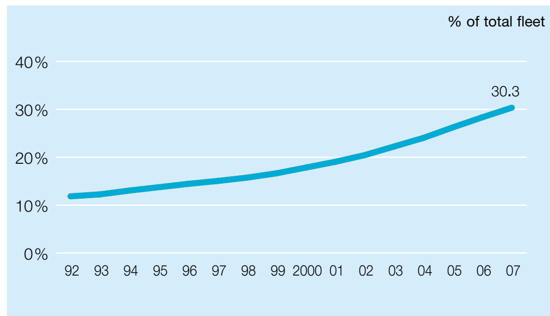
30%
SHARE OF DIESEL IN WESTERN EUROPEAN PASSAGER CAR FLEET IN 2007

European passenger car fleet (EU-15, Switzerland and Norway)

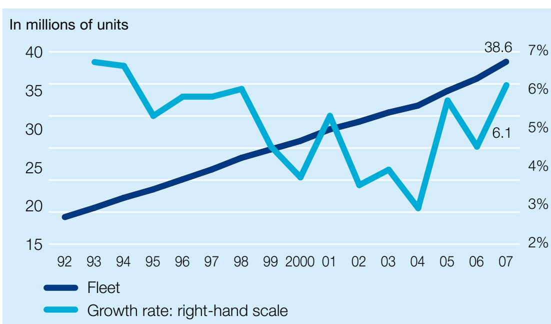


National sources: statistics organizations, Transport and Interior Ministries, professional sources.

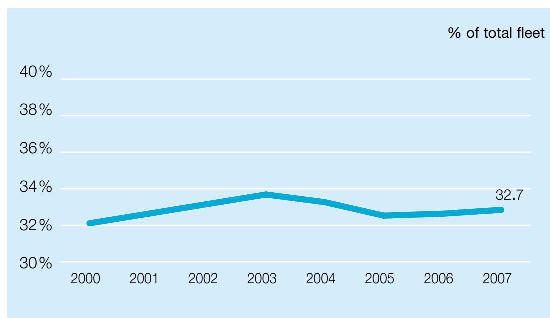
Diesel-powered passenger cars in Western Europe



Passenger car fleet of the 12 new EU countries and Turkey



Passenger cars more than 10 years old in Western Europe



On January 1, 2007, there were 206 million passenger cars in use in Western Europe (15 European Union countries, Switzerland and Norway). Nearly 80% of these came from the five major countries of Germany, Spain, France, Italy and the United Kingdom. Although this park is growing at close to 1%, the figure is much higher in countries, such as Ireland and Greece (5%).
The share of diesel-powered cars in this population has been growing by 2 points a year since 2002 and amounted to 30% in 2007. Diesel cars are in the majority in Austria, Belgium and France, whereas they barely reach 20% in Germany and the United Kingdom.
In new EU countries and Turkey, the car park growth is now close to 5 or 6%, while in Baltic countries, it reached just over 10% in 2007. In Poland growth reached over 8%. On the other hand, growth was lower in the Czech Republic (3-4%) and Slovenia (2-3%), both of which are countries with a higher car density, a higher standard of living and a local automotive industry.

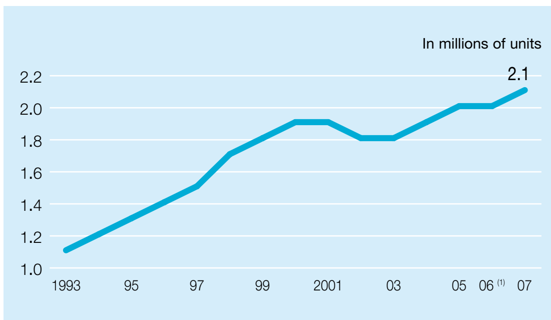
EUROPE

LIGHT COMMERCIAL VEHICLES IN EUROPE

The European light commercial vehicle market continued to expand in 2007, rising 5.4% and setting a new record of 2,070,000 new light commercial vehicles, nearly twice the 1993 figure (1.1 million).
French manufacturers saw their sales rise nearly 3% to 690,000 units, giving them a third of the market (down 0.9 points). 85% of increased sales occurred in Europe outside France, mainly due to good results in Germany and Italy.
In 2008 a broader range of new products will hit the light van market - Citroën Berlingo and Nemo, Peugeot Partner and Bipper, Renault Kangoo – which should spur further growth in sales.

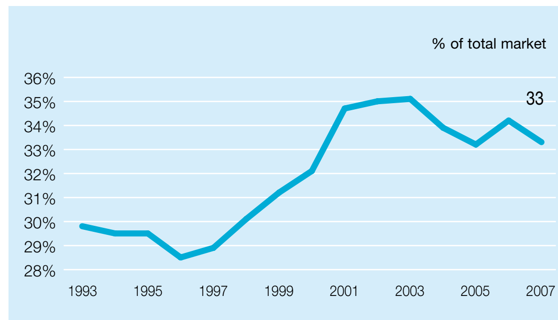
2.1 MILLION
LIGHT COMMERCIAL VEHICLES SOLD IN WESTERN EUROPE

Light commercial vehicle registrations in Europe (17 countries)

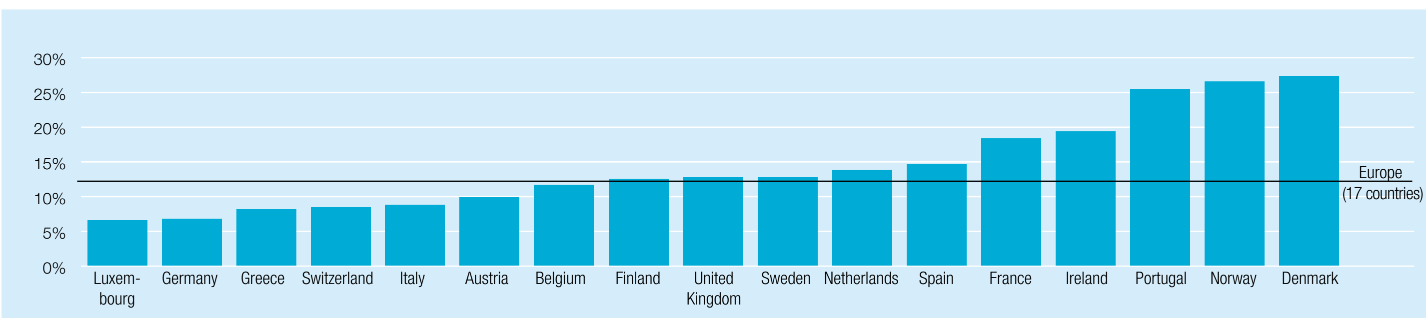


(1) In 2006, there was a change of scope in Spain: see notes on page 57.

French market share

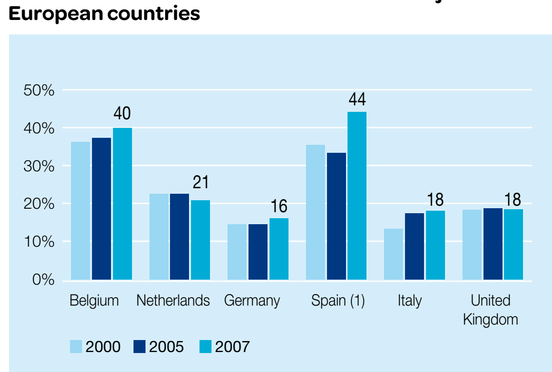


Share of light commercial vehicles in registrations of light vehicles (passenger cars and light commercial vehicles) in 2007



Light commercial vehicles are defined as vehicles whose gross weight rating is less than five tons. Designed to carry goods, they are offered in a variety of categories, including commercial 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 6% in Luxembourg and Germany to more than 25% in Portugal, Norway and Denmark.
Sales of these vehicles have been stimulated by model renewals and the fact that they offer an appropriate response to business transport and mobility needs. French makes had a market share of over 40% in Spain and Belgium. Their share was also up on 2000 to over 16% and 18% respectively in Germany and Italy which have their own light commercial vehicle manufacturers.

Market share of French manufacturers in major European countries



(1) There was a change of scope in Spain in 2006: see notes on page 57.

EUROPE

THE EUROPEAN HEAVY TRUCK MARKET AND PRODUCTION

The European market for heavy trucks (over 5 tons) set a new record by increasing (slightly in 2007) for the fourth consecutive year after three years of decline following a peak in 2000. It amounted to nearly 353,000 units (up 18% over 2003), surpassing the 2000 level. The market rose by 75% compared with 1993, a bad year for the heavy truck market.
European heavy truck production rose by 11.5% to nearly 550,000 units, reflecting a stability of the domestic market at a very high level and the sharp rise in exports of heavy trucks outside the European Union (15 countries), especially to Eastern Europe and Asia.

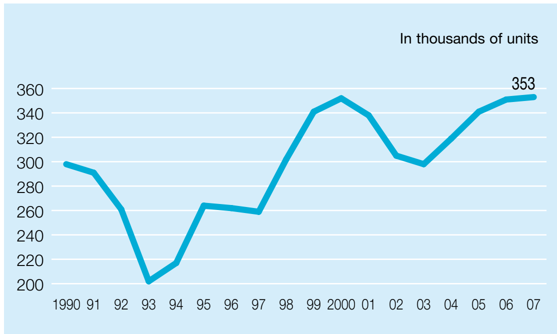
THE WESTERN EUROPEAN HEAVY TRUCK MARKET AND PRODUCTION

In thousands of units	2006	2007	Change
New heavy truck registrations			
5.1t to 15.9t	89	83	-6.9%
Over 16t	264	270	2.4%
Total	**352**	**353**	**0.0%**
Heavy truck production			
5.1t to 15.9t	120	125	3.8%
Over 16t	370	422	14.0%
Total	**490**	**547**	**11.5%**

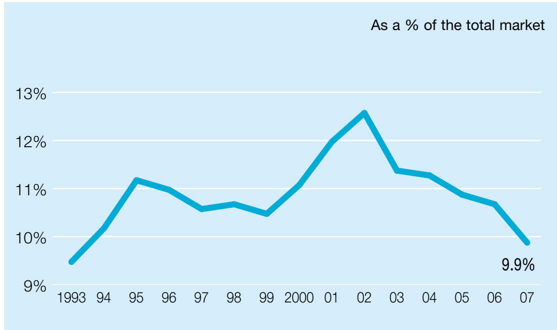
Source: CCFA.

In Europe, after feeling the effects of the recession between 2001 and 2003, the heavy truck market continued to experience the strong growth begun in 2004, thanks in part to the upturn in spending and in world trade that began in the second half of 2003.
Heavy truck investment cycles are relatively long. The peaks in 2000 and 2006 were 75% higher than the low point in 1993, representing 150,000 more vehicles. Demand remained focused on the 16t-and-over segment, which accounted for 77% of total registrations, including both trucks and road tractors. In this context, Renault Trucks saw registrations fall by 7% in 2007 and its market share consolidate at 10%, above its 1993 level. In 2007, the company invested considerable capital expenditure in its different production sites in France.
Renault Trucks' international expansion continued and its market share in Europe outside France reached 6% in 2006, compared with just 5% in 1996.

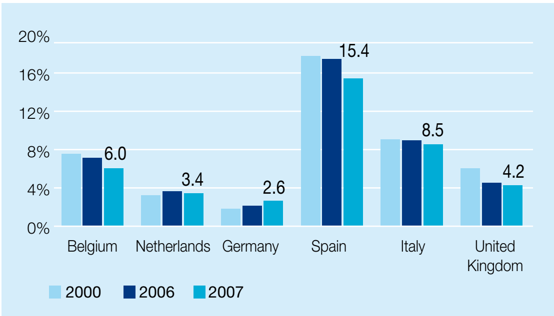
European heavy truck registrations in Europe



Renault Trucks' market share in Europe

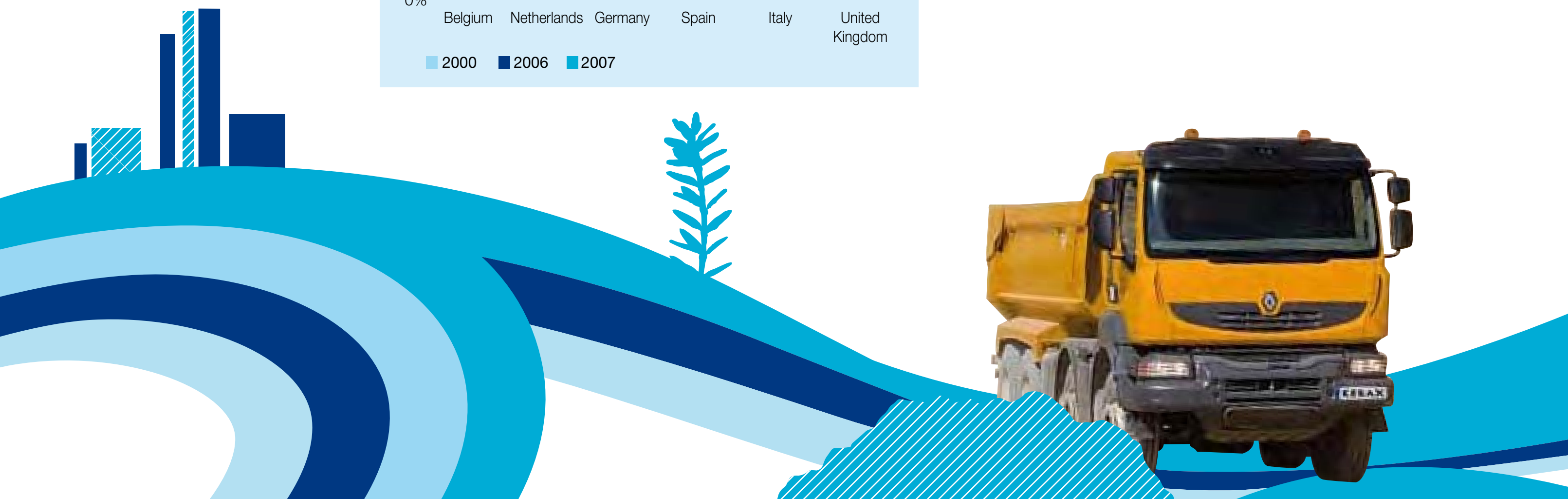


Renault Trucks' market share in the main European countries



547,000

HEAVY TRUCK PRODUCTION IN WESTERN EUROPE IN 2007 (NEW RECORD)



EUROPE

FRENCH AUTOMOBILE MANUFACTURERS IN THE NEW EUROPEAN UNION MEMBER STATES

1 OUT OF 4
NEW LIGHT VEHICLES SOLD IN MAJOR ENLARGEMENT COUNTRIES COMES FROM FRENCH MANUFACTURERS

Since May 1, 2004, twelve new countries have joined the European Union. Its center of gravity has shifted eastward and new markets such as the Community of Independent States (CIS) and the Balkans seem closer.

French manufacturers have had a marketing presence in this region for a number of years. They develop local production plants: PSA Peugeot Citroën in Slovakia, in Russia and, in partnership with Toyota, in the Czech Republic; Renault in Slovenia, in Romania through the acquisition of Dacia, and in Russia (plant and partnership with AvtoVAZ).

These plants will enable the two manufacturers to meet demand in these countries, which is set to grow given the low number of vehicles per capita compared with France or Germany.

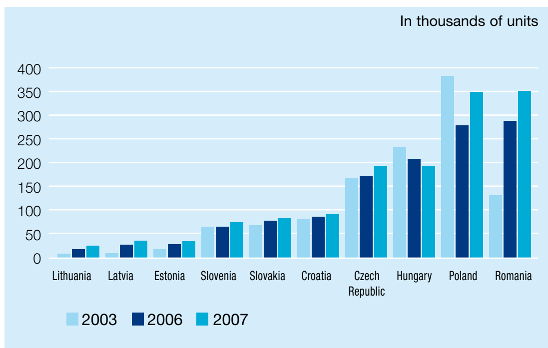
In 2007, vehicle production continued to climb rapidly by 25%, making an additional 1.7 million units compared with 2003.

MARKET AND VEHICLE PRODUCTION IN THE MAIN CENTRAL AND EASTERN EUROPEAN COUNTRIES: NEW EUROPEAN UNION MEMBER COUNTRIES (1) AND CROATIA

In thousands of units	2006	2007	Change
Vehicle production			
Passenger cars	2,285	2,888	26.4%
Light commercial vehicles	123	124	1.2%
Heavy trucks	4.5	6.9	52.1%
New vehicle registrations			
Passenger cars	1,135	1,292	13.9%
Light commercial vehicles	166	198	18.9%
Heavy trucks	53.7	82.1	52.9%

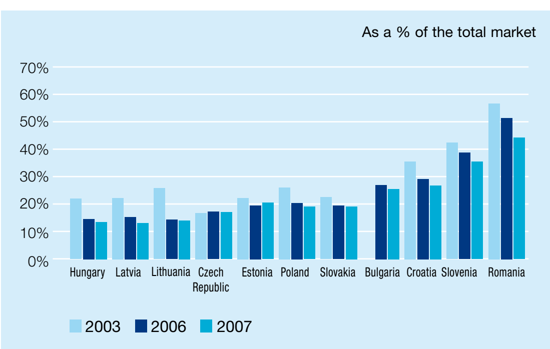
(1) Excluding Malta and Cyprus.
Sources: CCFA. OICA.

Automobile registrations of new light vehicles (up to 5t)

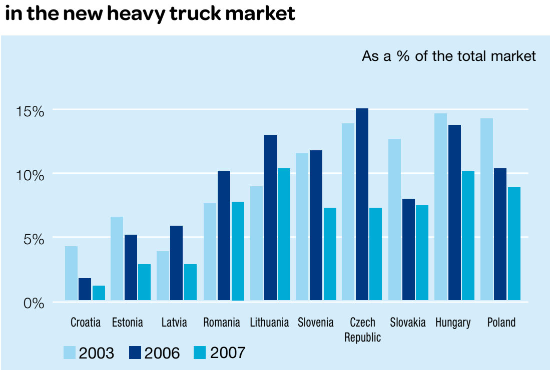


Although the EU-15 is dominated by replacement demand, this is not the case in new and future member states and neighboring countries, where the potential for first-time car ownership is significantly higher. In 2007, Central and Eastern European countries (CEEC) produced close to 3 million vehicles, roughly corresponding to their domestic demand, which is set to rise. Domestic demand is calculated by adding together overall new vehicle registrations and used vehicle imports.
French manufacturers already hold a share of these eleven markets that is equivalent to their share of the EU-15 market. It was 25% in light vehicles and slightly under 8% in the heavy truck market, which grew by 50% in 2007.

French manufacturer share in the new light vehicle market



French manufacturer share in the new heavy truck market



EUROPE

THE AUTOMOTIVE INDUSTRY IN THE EUROPEAN UNION

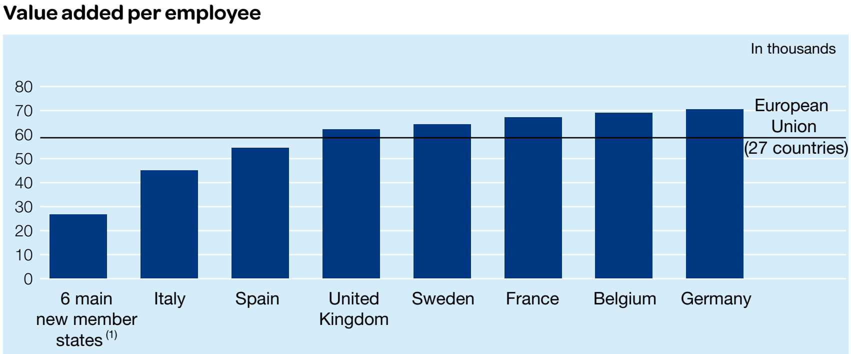
In 2005, 2.3 million people worked in the automotive industry in EU-27 in companies with more than 20 employees.
Value added per employee ranged from €27,000 a year in the six main new member states (up 14% over 2004) to more than €70,000 in Germany, and nearly the same in France, Belgium and Sweden.
Per capita personnel costs ranged from less than €10,000 in the six main new member states to €48,000 in France and nearly €63,000 in Germany.

THE AUTOMOTIVE INDUSTRY IN THE EU-27 IN 2005

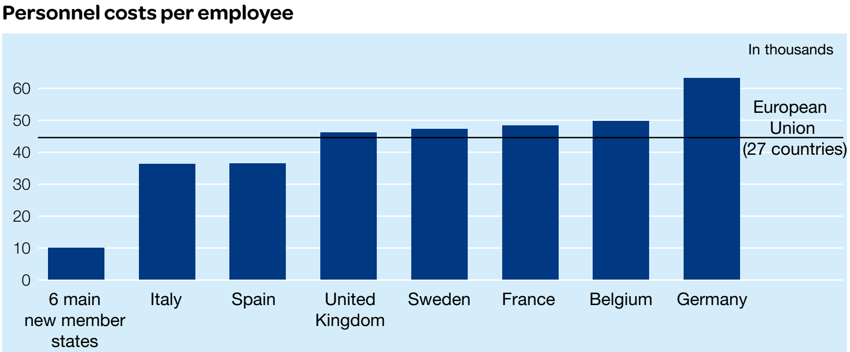
Companies with more than 20 employees	Units	European Union (27 countries)	Germany	France	Six main new member states (1)	United Kingdom	Spain	Italy	Sweden	Belgium
People employed	**€ thousands**	**2,250**	**867**	**276**	**345**	**193**	**160**	**167**	**86**	**47**
Automotive manufacturing	€ thousands	1,127	517	168	118	86	75	68	50	29
Body and trailer manufacturers	€ thousands	185	41	28	-	26	15	16	9	7
Automotive equipment manufacturing	€ thousands	937	309	80	227	81	71	83	26	11
Sales	**€ millions**	**728,000**	**315,708**	**112,458**	**50,348**	**65,561**	**55,616**	**50,159**	**29,048**	**18,893**
Production	**€ millions**	**645,000**	**261,917**	**107,330**	**49,263**	**57,124**	**50,063**	**43,758**	**27,978**	**17,538**
Production/Sales	%	88.6	83.0	95.4	97.8	87.1	90.0	87.2	96.3	92.8
Value added (to factor costs)	**€ millions**	**132,000**	**60,953**	**18,482**	**9,164**	**11,965**	**8,694**	**7,488**	**5,478**	**3,267**
VA/Production	%	20.5	23.3	17.2	18.6	20.9	17.4	17.1	19.6	18.6
VA per employee	€ thousands	58.7	70.3	67.1	26.6	62.1	54.4	45.0	64.0	69.0
Base 100 six main new member states		221	265	252	100	233	204	169	241	260
Goods and services purchased	**€ millions**	**600,000**	**255,312**	**93,534**	**41,851**	**53,449**	**48,016**	**42,619**	**24,797**	**15,563**
Purchases as a % of output	%	93.0	97.5	87.1	85.0	93.6	95.9	97.4	88.6	88.7
Personnel costs	**€ millions**	**102,000**	**54,701**	**13,305**	**3,419**	**8,871**	**5,793**	**6,046**	**4,042**	**2,346**
Personnel costs per employee	€ thousands	45.3	63.1	48.3	9.9	46.0	36.2	36.3	47.2	49.6
Base 100 six main new member states		457	636	487	100	464	365	366	476	500
Operating cash flow (OCF)	**€ millions**	**29,000**	**5,786**	**5,177**	**5,600**	**3,095**	**2,901**	**1,443**	**1,255**	**921**
OCF/VA	%	22.0	9.5	28.0	61.1	25.9	33.4	19.3	22.9	28.2

(1) Six main new member states: Czech Republic, Hungary, Poland, Romania, Slovakia and Slovenia.
Body and trailer manufacturing employees are included in the figures for vehicle manufacturers.
Sources: Eurostat and CCFA estimates.

Value added per employee



Personnel costs per employee



2.3 MILLION
PEOPLE EMPLOYED IN THE AUTOMOBILE INDUSTRY IN THE EU-27 IN 2005

The automotive industry is a key sector of the European economy, encompassing:
- automotive manufacturing;
- body and trailer manufacturing;
- automotive equipment manufacturing.
The data in the above table come 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 2005 were available.
In 2005, the European automotive industry employed 2.3 million people, 1.1 million of them in vehicle manufacturing, or 50% of the total. Together, Germany and France accounted for more than half of the employees in the industry, or 39% and 12% respectively. 15% of employees worked in the six main new member states: Czech Republic, Hungary, Poland, Romania, Slovakia and Slovenia.
The automotive industry differed significantly from country to country in terms of structure and wages.
In Germany, Belgium, France and Sweden, the percentage of employees in the industry involved in automotive manufacturing was around 60%, compared with 35% in the six main new member countries and between 41 and 47% in Italy, Spain and the United Kingdom.
Personnel costs per employee varied from €10,000 in the six main new member states to €63,000 in Germany, i.e. six times higher.

EUROPE _ France

FRENCH MANUFACTURERS IN 2007

PSA PEUGEOT CITROËN: www.psa.fr
In 2007, sales of PSA Peugeot Citroën rose again to over 3.4 million vehicles. Sales in Western Europe rebounded by 1% and there were further development opportunities outside this region, accounting for 32.2% of total sales (24.9% in 2003), despite the decline in exports of spare parts. PSA Peugeot Citroën is the second largest group (PCs + LCVs) in Europe and world leader for diesel engines. These figures result from highly complementary Peugeot and Citroën products, backed by a range of well-received models, a policy of building cost-reducing platforms and an industrial productivity improvement program, set against a background of stiff competition in the European market and rising prices for raw materials.
The Group pursued its commitment to globalization, based mainly on long-term, targeted cooperation initiatives with other automobile manufacturers. These include the 2006 agreement with Dongfeng Motor to invest in a second assembly plant in China, and more recently further cooperation with Mitsubishi, to build a joint plant in Russia and develop a common electric traction platform for small city vehicles. A new 1l three-cylinder petrol engine will also be developed and industrialized by 2010 in France (at Trémery) for vehicles emitting under 100 grams of CO_2 per kilometer.
PSA Peugeot Citroën implemented a progress plan (CAP 2010) based on four priority concepts: quality, products, competitiveness and international development. In Europe, 29 new models will be launched by 2010, enabling the two makes to cover a broader share of the automobile market. New entry-level vehicles will be offered for priority development regions.

RENAULT: www.renault.com
2007 was the second year of the Renault Commitment 2009 plan, marked by unprecedented product drive during the second half-year. While sales continued to decline (by 4%) in Western Europe due to intense competition and a selective sales strategy, they rose by 16% elsewhere, accounting for 35% of total sales.
Despite the continued rise in the price of raw materials, Renault maintained the cost of preparing for the future at over 11% of its sales. As in previous years, the company's financial results also benefited from its equity stakes in Nissan and in AB Volvo.
The company continued with its successful internationalization strategy, especially via the Logan. This model was introduced in June 2004 and is now produced in seven countries: Romania, Colombia, Morocco, Russia, Iran, India and Brazil. In late 2007, the Sandero was launched in Brazil using the same platform as the Logan, and it will also be produced at Pitesti, and at the Nissan plant in Rosslyn in South Africa starting in 2009.
Cooperation with Nissan was further strengthened within the Alliance, and a joint industrial complex will be installed in Tangier (Morocco) by 2010 with a production capacity of 400,000 vehicles. In India, a joint plant will be built in Chennai with a production launch in 2010 offering a capacity for 400,000 vehicles over the long term. The Alliance and Bajaj Auto have also joined forces to create the Chakan plant with a capacity for 400,000 vehicles to produce a car currently code-named ULC.
A partnership between the Alliance and Project Better Place has been set up for the large-scale development of electric vehicles. A first MoU was signed in Israel.
Renault has also signed a strategic partnership with the Russian manufacturer AvtoVAZ, taking a 25% stake in the company's equity.

RENAULT TRUCKS: www.renault-trucks.com
Renault Trucks has more than 14,000 employees, including more than 1,000 in research and development. In addition to industrial cooperation, synergies within the AB Volvo Group among the four makes (Renault, Volvo, Mack and now Nissan Diesel) have generated significant savings, in particular in the area of purchasing.
In 2007, a large number of investment programs were completed at Renault Trucks' various facilities in France. In an environment shaped by aggressive growth in Europe and continued growth in the global market, Renault Trucks consolidated its market share in Europe outside France and boosted sales on a broader international scale, mainly through sales in Eastern Europe.
Expansion continued outside Europe, through Renault Trucks' contracts with eight CKD assembly centers worldwide.
Starting in 2009, Renault Trucks will be able to use two new sites outside Western Europe, the first following an agreement signed in 2007 with Karsan to assemble several thousand vehicles a year in Turkey, and the second resulting from a new Volvo plant in Russia.
In 2008, Renault Trucks should benefit from its capital expenditure investments, the launch of the new Magnum, and its markets should continue to grow.

HEULIEZ: www.heuliez.com
Heuliez expanded its partnership operations with other manufacturers during the year. Body-in-white process and stamped part production capabilities were extended and production of body modules was successfully initiated. The business is currently focused on the assembly of a coupe-convertible for Opel.

354,000
PEOPLE EMPLOYED BY FRENCH AUTOMOBILE MANUFACTURERS WORLDWIDE

FRENCH MANUFACTURERS IN 2007

	Units	PSA Peugeot Citroën	Renault
Sales	€ millions	60,613	40,682
Capital expenditure	€ millions	1,937	3,296
Net income	€ millions	826	2,734
Employees worldwide (1)	No. of people	207,850	130,179

		Peugeot and Citroën automotive activity	Faurecia auto equipment	Gefco transport	PSA Finance financing	Other	Eliminations	Automobile sector	Financial sector	Eliminations
Sales	€ millions	47,456	12,661	3,554	1,999	496	-5,553	38,679	2,003	
Operating income	€ millions	858	121	155	608	10		882	472	
Capital expenditure	€ millions	1,576	307	36	13	6		3,160	145	-9
Employees worldwide (1)	No. of people	134,345	59,765	9,980	2,330	1,430		127,069	3,110	

(1) At December 31.
Sources: PSA Peugeot Citroën and Renault annual reports.

EUROPE _ France

GLOBAL PRODUCTION SITES OF FRENCH AUTOMOBILE MANUFACTURERS

57
FRENCH MANUFACTURERS' PRODUCTION AND ASSEMBLY PLANTS WORLDWIDE, INCLUDING 7 UNDER CONSTRUCTION

EUROPE

France
(1) Aulnay
(2) Batilly
(3) Blainville
(4) Bourg-en-B resse
(5) Cerizay
(6) Dieppe
(7) Douai
(8) Flins
(9) Hordain
(10) Limoges
(11) Maubeuge
(12) Mulhouse
(13) Poissy
(14) Rennes
(15) Sandouville
(16) Sochaux

Spain
(17) Barcelona (Nissan)
(18) Palencia
(19) Valladolid
(20) Vigo
(21) Villaverde

Italy
(22) Val di Sangro

Portugal
(23) Mangualde

Czech Republic
(24) Kolin

Romania
(25) Pitesti (Dacia)

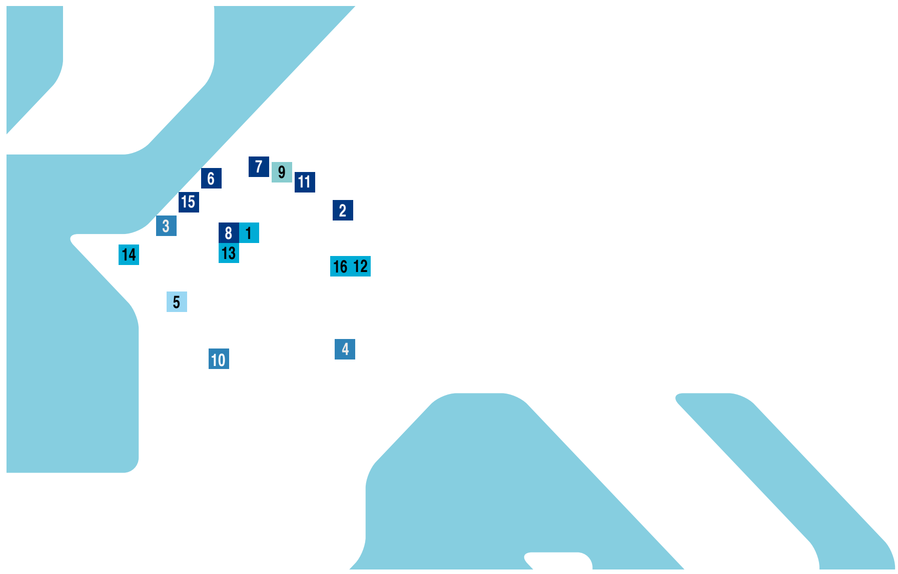
United Kingdom
(26) Luton (General Motors)

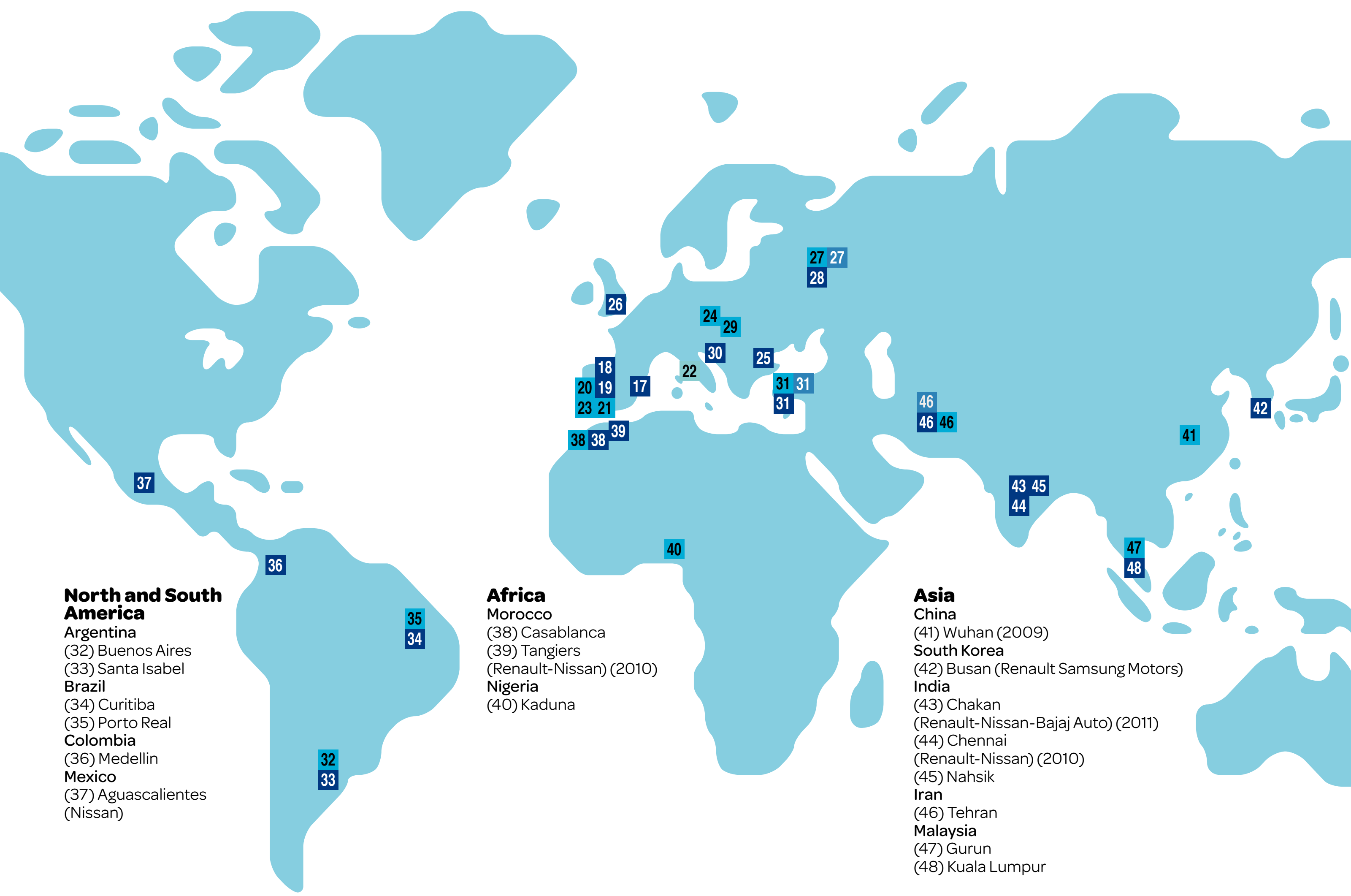
Russia
(27) Kaluga
(PSA-Mitsubishi)
(2011)
(Volvo Trucks) (2009)
(28) Moscow

Slovakia
(29) Trnava

Slovenia
(30) Novo Mesto

Turkey
(31) Bursa
(Tofas-Fiat)
(Karsan) (2009)





North and South America

Argentina
(32) Buenos Aires
(33) Santa Isabel

Brazil
(34) Curitiba
(35) Porto Real

Colombia
(36) Medellin

Mexico
(37) Aguascalientes
(Nissan)

Africa

Morocco
(38) Casablanca
(39) Tangiers
(Renault-Nissan) (2010)

Nigeria
(40) Kaduna

Asia

China
(41) Wuhan (2009)

South Korea
(42) Busan (Renault Samsung Motors)

India
(43) Chakan
(Renault-Nissan-Bajaj Auto) (2011)
(44) Chennai
(Renault-Nissan) (2010)
(45) Nahsik

Iran
(46) Tehran

Malaysia
(47) Gurun
(48) Kuala Lumpur

PSA Peugeot Citroën · Renault · Sevel · Henri Heuliez Group · Renault Trucks

EUROPE _ France

GLOBAL PRODUCTION OF FRENCH MANUFACTURERS

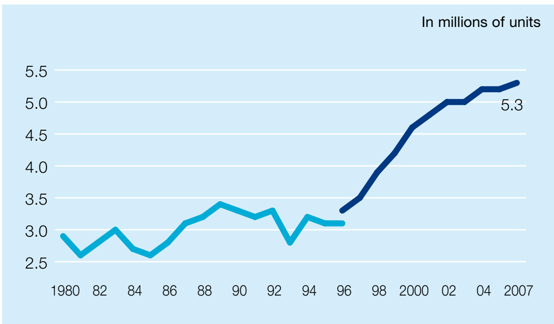
6.2
MILLION
VEHICLES PRODUCED BY FRENCH AUTOMOBILE MANUFACTURERS WORLDWIDE IN 2007

In 2007, the global production of French manufacturers showed renewed growth of 4.6% to reach a record 6.2 million vehicles. Since 1996, production has increased by 64%, at an average of 4.6% primarily due to expanding markets in Europe outside France but also to new non-European markets.
Passenger car production totaled 5.3 million units (up 5.0%) and light commercial vehicle production reached 830,000 units (a 2.0% rise). Production of heavy trucks continued to rise strongly by 2.8% to nearly 58,000 units.

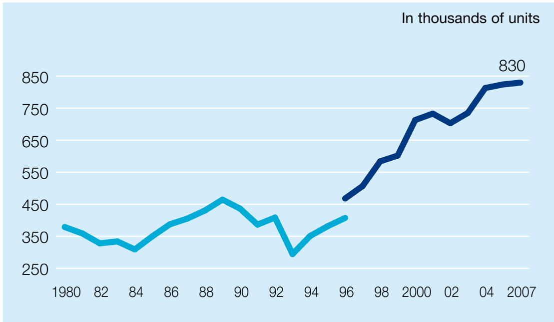
PRODUCTION AND ASSEMBLY SITES IN 2007

Group Make	Model	Launch	Production or assembly sites in 2007
PSA Peugeot Citroën			
Peugeot	107	2005	Kolin (Czech Rep.)
Peugeot	1007	2005	Poissy
Peugeot	206	1998	Mulhouse, Poissy, Argentina, Porto Real (Br), China, Iran, Malaysia
Peugeot	207	2006	Poissy, Villaverde (S), Trnava (Slovakia)
Peugeot	307	2001	Mulhouse, Sochaux, Argentina, China
Peugeot	308	2007	Mulhouse, Sochaux
Peugeot	405	1987	Iran
Peugeot	406	1995	Nigeria
Peugeot	407	2004	Rennes-la-Janais
Peugeot	4007	2007	Japan (Mitsubishi)
Peugeot	607	2000	Sochaux
Peugeot	807	2002	Hordain
Peugeot	Bipper	2008	Turkey
Peugeot	Partner	1996	Vigo (S), Mangualde (P), Turkey, Argentina, Morocco
Peugeot	Expert	1995/2007	Hordain
Peugeot	Boxer	1994/2006	Val di Sangro (I), Porto Real (Br)
Citroën	C1	2005	Kolin (Czech Rep.)
Citroën	C2	2003	Aulnay, China
Citroën	C3	2002	Aulnay, Villaverde (S), Porto Real (Br)
Citroën	Xsara	1997	Rennes-la-Janais, Vigo (S), Porto Real (Br), China
Citroën	ZX	1991	China
Citroën	C4	2004	Mulhouse, Vigo (S), China, Argentina
Citroën	Xantia	1993	Iran
Citroën	C5	2001	Rennes-la-Janais
Citroën	C-Crosser	2007	Japan (Mitsubishi)
Citroën	C6	2006	Rennes-la-Janais
Citroën	C8	2002	Hordain
Citroën	Nemo	2008	Turkey
Citroën	Berlingo	1996	Vigo (S), Mangualde (P), Argentina, Morocco
Citroën	Jumpy	1995/2007	Hordain
Citroën	Jumper	1994/2006	Val di Sangro (I), Porto Real (Br)
RENAULT GROUP			
Renault	Twingo	1993/2007	Flins, Novo Mesto (SI), Colombia
Renault	Clio	1998/2005	Flins, Turkey, Novo Mesto (SI), Valladolid (S), Brazil, Dieppe, Argentina, Colombia, Mexico
Renault	Modus	2004	Valladolid (S)
Renault	Logan	2004	Russia, Brazil, Colombia, Iran, India
Renault	Mégane	1995/2002	Douai, Palencia (S), Turkey, Brazil, Dieppe, Argentina, Colombia
Renault	Laguna	2001/2007	Sandouville
Renault	Vel Satis	2002	Sandouville
Renault	Espace	2002	Sandouville
Renault	Kangoo	1997/2007	Maubeuge, Morocco, Argentina, Malaysia
Renault	Master/ Mascott	1997/1999	Batilly, Brazil
Renault	Trafic II	2001	Luton (UK, GM), Barcelona (S, Nissan)
Dacia	Logan	2004	Pitesti (Romania), Morocco
RSM	SM3	2002	Busan (South Korea)
RSM	SM5	2000	Busan (South Korea)
RSM	QM5 (Koleos)	2007	Busan (South Korea)
RSM	SM7	2004	Busan (South Korea)

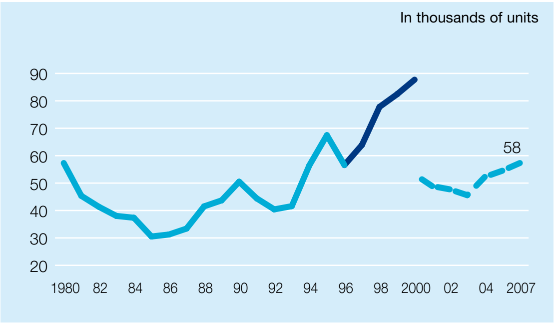
New passenger cars



New light commercial vehicles (up to 5 tons)



New heavy trucks (over 5 tons)



In 1996, French automobile manufacturers changed the way they reported output. Production figures now represent the number of vehicles assembled at a given rollout location, while the concept of knocked down (KD) units has been abandoned.
This production now takes into account the Renault Trafic II, assembled by GM Europe in the United Kingdom and by Nissan in Spain.
In addition, the scopes of consolidation have changed (*see notes on page 62*).

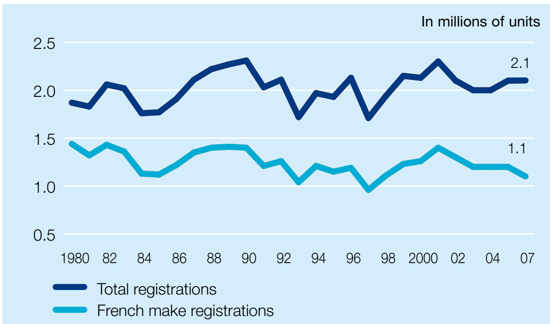
EUROPE _ France

MARKETS FOR NEW FRENCH VEHICLES

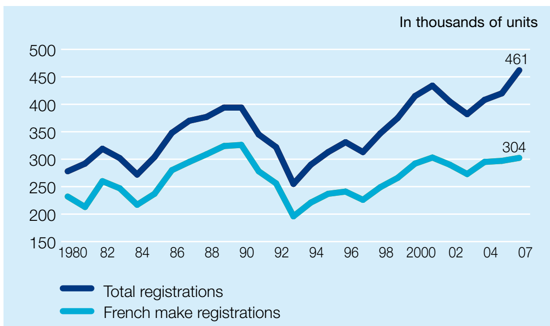
In 2007, the shrinkage in domestic sales for French automobile manufacturers was more than offset by expanded export sales outside Western Europe, to Africa, Latin America, China and Eastern Europe, and by incorporating Renault Samsung Motors results in the figures.
Export markets represented three-quarters of the French automobile manufacturers' sales, compared with two-thirds between 1999 and 2001 and less than 60% in 1990.

VEHICLE REGISTRATIONS IN FRANCE

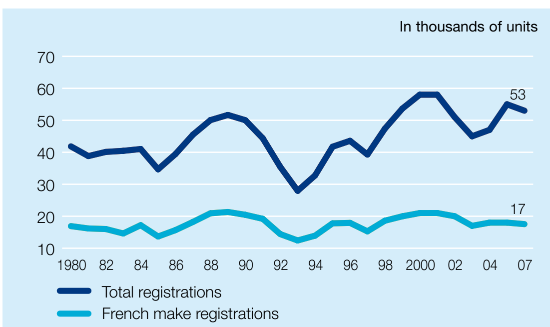
New passenger cars



New light commercial vehicles (up to 5 tons)

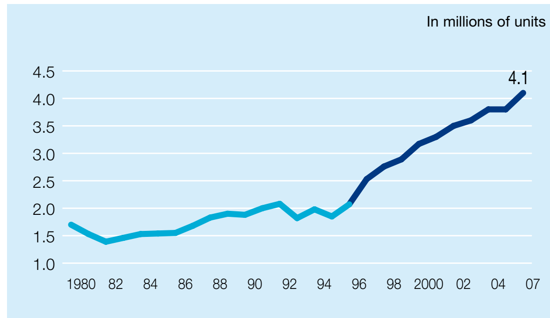


New heavy trucks (over 5 tons)

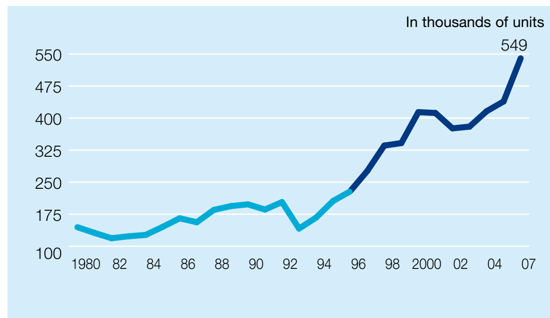


EXPORTS

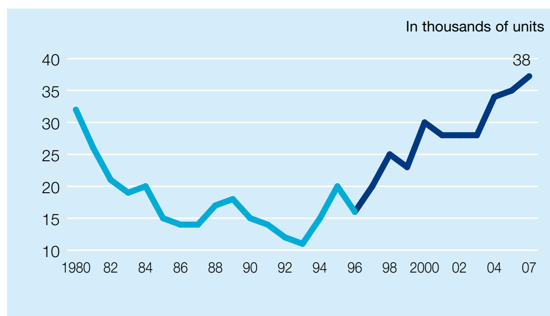
New passenger cars



New light commercial vehicles (up to 5 tons)



New heavy trucks (over 5 tons)



The decline in French-make vehicle registrations in France that began in 2002 continued throughout 2007, after a period of steady growth between 1997 and 2001. Efficient, competitively-priced new models had allowed French manufacturers to win back market share in relation to 1997. However, since 2002 tougher competition followed by a selective sales strategy have prevented them from consolidating these gains. There were nevertheless more registrations in 2007 than in 1997.

From 2006, exports include figures for the Renault Trafic II, and from 2007, for Renault Samsung Motors.
Passenger car exports totaled 4.1 million units, up 10% (or 5% on a like-for-like basis i.e. excluding Renault Samsung Motors figures). Light commercial vehicle exports rose by 6% to nearly 550,000 units, and heavy trucks rose 2.6% to 37,600 units.

3 OUT OF 4

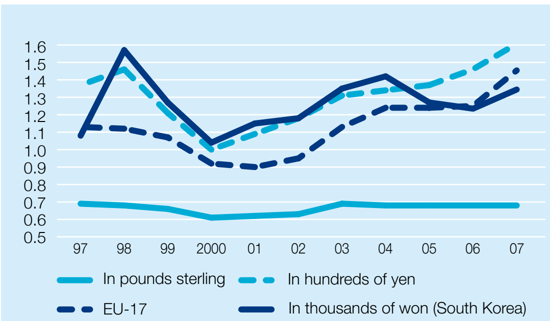
VEHICLES PRODUCED BY FRENCH MANUFACTURERS ARE SOLD ABROAD

EUROPE _ France

COMPETITIVE FACTORS IN THE FRENCH AUTOMOTIVE INDUSTRY

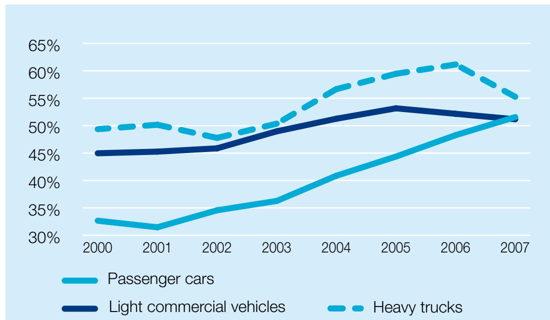
In an aggressively competitive global market, French automobile manufacturers must be competitive, able to handle factors such as the strong euro, which has hampered French exporters since 2002, and the comparatively larger opening of the base market, which can further hinder international expansion.

Euro exchange rate



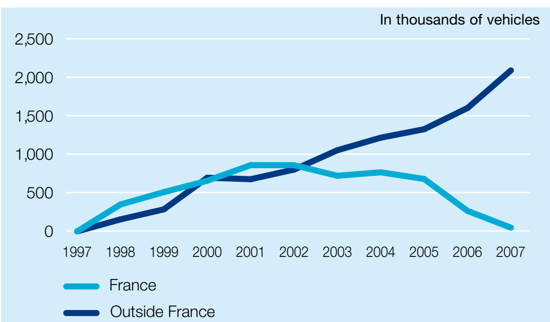
Source: FMI.

Share of non-euro zone in external markets for French manufacturers



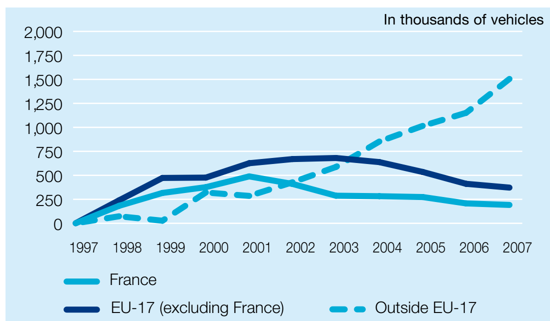
Source: CCFA.

World production of French manufacturers: evolution compared with 1997



Source: CCFA.

World markets of French manufacturers: evolution compared with 1997



Source: CCFA.

Competitiveness is defined as an industry's ability to withstand competition and expand in markets. It is relative, in that it is determined in comparison with the other market operators.
The French automotive industry must therefore be able to perform on a par with its European, American, Japanese, South Korean and in future Chinese and Indian competitors if it is to continue growing.
In addition to problems related to the competitiveness of the economy or industry as a whole, there are competitive factors specific to the French automotive industry, resulting from the properties of the automotive and of the global automobile industry. One competitive factor that significantly affects the French automotive industry, which sells a large, increasing proportion of its production outside the euro zone, is exchange rates, which can substantially impact trade.
Since early 2002, the euro's rise has adversely affected French exports, forcing automotive manufacturers to bolster their marketing and production initiatives in order to continue to expand their markets outside the euro zone.
On the other hand, there are factors associated with opening up the market, whether internal or external. In general, the internal "base market" acts as a strong foundation for using international development and innovation to drive growth in foreign markets. The French automotive industry's base market is its domestic and especially European market where there is open competition and where non-European manufacturers have a significant and steadily growing share. In other auto-making countries, market access is more difficult and local manufacturers therefore have a broader base market from which to develop internationally.
In addition, raw material prices denominated in euros have increased substantially since the start of 2001. At end-December 2007, rubber was up 149%, oil 132%, and steel 30%. Passing these price hikes on to consumers is difficult in an environment of aggressive competition and in light of the choices made by households in developed countries during a time of economic uncertainty.

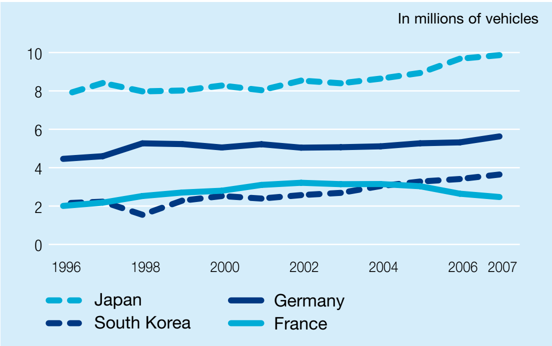
52%

THE NON-EURO ZONE SHARE IN EXTERNAL MARKETS OF FRENCH AUTOMOBILE MANUFACTURERS IN 2007, UP 17 PERCENTAGE POINTS OVER 2000

EUROPE _ France

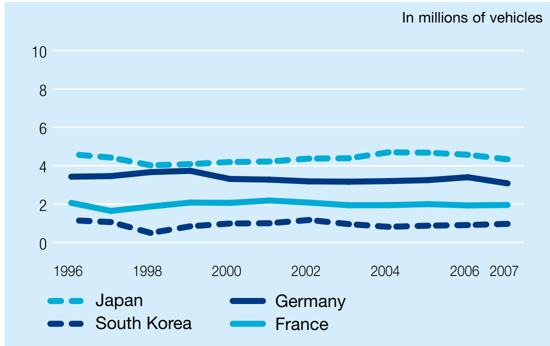
Besides, the prices of raw materials denominated in euros have risen substantially since 2001. Passing these price hikes on to consumers is difficult in an environment of aggressive competition and declining purchasing power of households affected by significant price increases in food, energy and housing, etc.

Passenger car production



Sources: OICA, CCFA.

New passenger car registrations

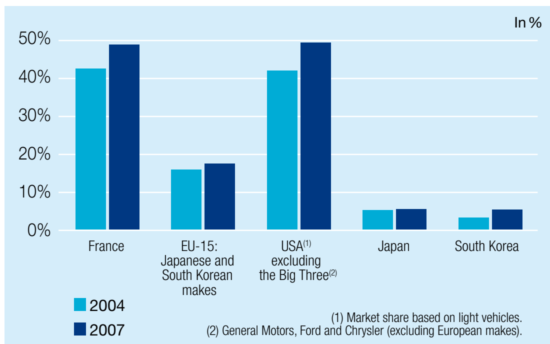


Source: CCFA.

+132%

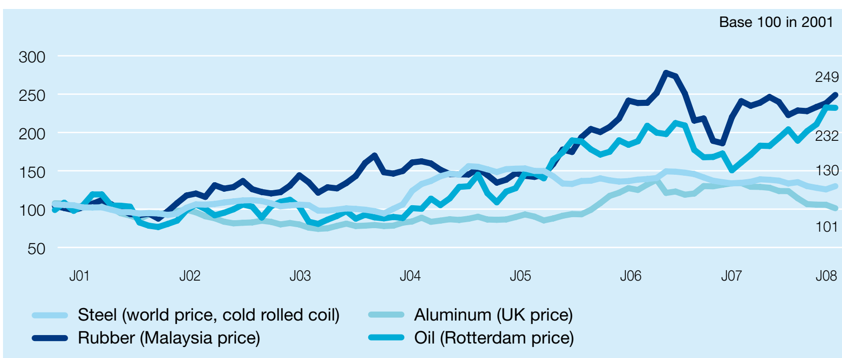
INCREASE IN ROTTERDAM OIL PRICES IN EUROS SINCE 2001

Share of foreign makes in passenger car markets



Source: CCFA.

Raw material prices in euros

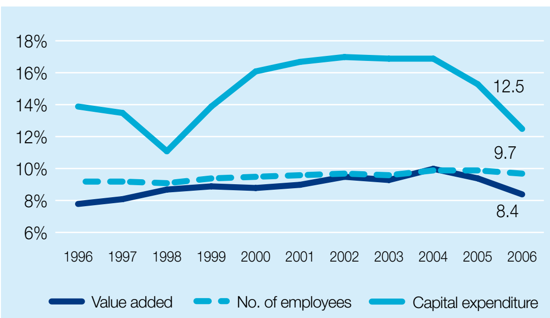


EUROPE _ France

FRENCH AUTOMOTIVE INDUSTRY ECONOMIC DATA

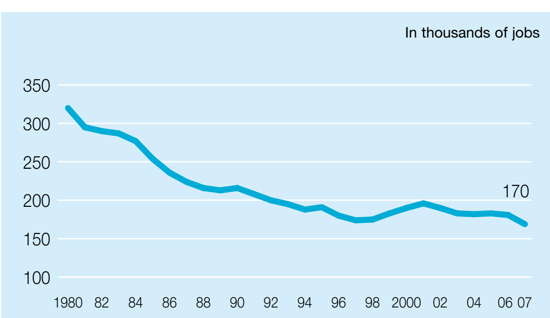
The automotive industry uses a wide variety of technologies, requiring significant investment that accounted for over 16% of all industrial capital expenditure since the beginning of the 2000s. However, this share fell to 12.5% in 2006, as the Western world's market for new cars stagnated.
To address new social and environmental demands, the automotive industry is investing more in intangibles and R&D (see page 29) for which "automotive" competitiveness clusters (Lyon Urban Truck & Bus, MOV'EO, Véhicule du Futur, Automobile Haut de gamme and Mobilité et Transports Avancés) provide appropriate solutions.

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 the upstream manufacturing of automotive equipment. However, the statistics do not encompass all automotive industry suppliers. Products such as seats, tires and glass are classified under other categories (see also page 49).

Automotive manufacturing employees (1)

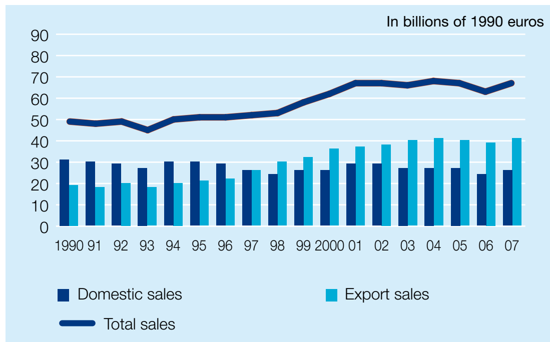


(1) CCFA estimates for 2007: see also pages 68 and 69.

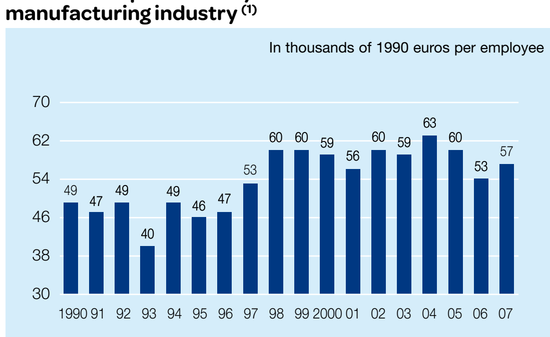
10%

AUTOMOBILE INDUSTRY SHARE IN NUMBER OF EMPLOYEES OF THE MANUFACTURING AND ENERGY SECTOR IN FRANCE IN 2006, ACCORDING TO SESSI

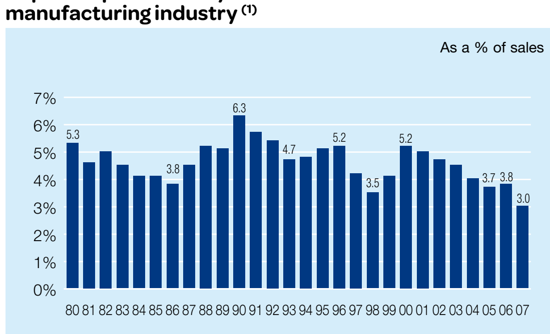
Domestic and export sales by the automotive manufacturing industry (1)



Value added produced by the automotive manufacturing industry (1)



Capital expenditure by the automotive manufacturing industry (1)



Automotive manufacturing

After rising strongly between 1996 and 2004 (+30%), in line with growth in production, value added (excluding VAT) per employee in constant euros declined for several reasons: costs associated with new environmental standards, a stagnating market for new cars in Western Europe, and the rising cost of raw materials. The automotive manufacturing industry dedicated 3% of sales to capital expenditure (€2.7 billion) to develop new models and optimize its production capacity.
These figures do not include research and development costs *(see page 29)*.
Export sales have constantly increased, reaching 61% in 2007 compared with 38% in 1990.

EUROPE _ France

AUTOMOTIVE INDUSTRY RESEARCH AND DEVELOPMENT SPENDING

€4.5
BILLION
FRENCH AUTOMOBILE INDUSTRY RESEARCH AND DEVELOPMENT EXPENDITURE IN 2005

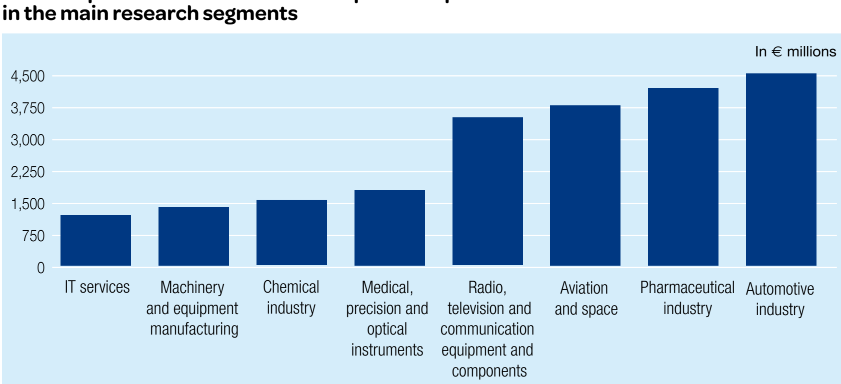
In 2005, the French automobile industry led all other industries in France in terms of corporate research and development spending, as it has since 1999. Its expenditure was €4.5 billion, accounting for 16% of total corporate research and development spending.
Between 1998 and 2005, gross domestic expenditure on research and development by the automobile industry rose by 69%. In 2005, it represented 24% of the industry's gross value added.
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 automobile industry's R&D budgets exceeded those of the pharmaceutical industry and the aviation and space industry.

GROSS DOMESTIC EXPENDITURE ON RESEARCH AND DEVELOPMENT IN THE MAIN CORPORATE RESEARCH SEGMENTS IN FRANCE IN 2005

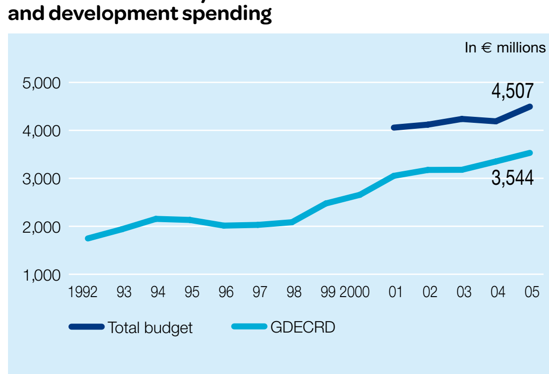
	GDECRD (1)	GEECRD (2)	Budget		Of which public funding (3)	
	In € millions	In € millions	In € millions	% of total	In € millions	% of total
Automobile industry	3,544	964	4,507	15.7%	16	0.6%
Pharmaceutical industry	3,115	1,052	4,168	14.5%	36	1.4%
Aviation and space	2,634	1,126	3,760	13.1%	1.110	42.4%
Radio, television and communication equipment and components	2,904	564	3,468	12.1%	367	14.0%
Medical, precision and optical instruments	1,472	299	1,772	6.2%	415	15.9%
Chemical industry	1,331	202	1,533	5.3%	59	2.3%
Machinery and equipment manufacturing	1,108	260	1,368	4.8%	375	14.4%
IT services	1,073	101	1,174	4.1%	54	2.1%
Transportation and communication services	767	321	1,087	3.8%	4	0.2%
Machinery and electrical equipment manufacturing	862	156	1,018	3.5%	6	0.2%
Energy and energy extraction products	752	214	966	3.4%	13	0.5%
Rubber and plastics	753	162	915	3.2%	3	0.1%
Other research segments	2,621	347	2,968	10.3%	158	6.0%
Total	**22,935**	**5,768**	**28,703**	**100.0%**	**2,615**	**100.0%**

(1) GDECRD: gross domestic expenditure on corporate research and development.
(2) GEECRD: gross external expenditure on corporate research and development.
(3) Excluding research tax credit.
Source: French Education and Research Ministry (MEN-MESR-DEPP C2).

Total corporate research and development expenditure in France in 2005 in the main research segments



Automotive industry research and development spending



The research-related statistics office of the French 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 of France.
Since 1999, the leading R&D segment in France has been the automotive industry, which also stimulates other industries such as plastics and electronics. In 2005, 21% of domestic R&D spending in the automobile industry was performed by subsidiaries in which foreign companies had a controlling interest of 50% or more.

In 2005, the automotive industry comprised 33,000 full-time equivalent research positions, including 14,300 researchers, up 50% from 1998 (123% for researchers).
According to the French National Industrial Property Institute (INPI), Renault and PSA Peugeot Citroën Automobiles (including Faurecia) respectively filed the first and second largest number of patents with INPI in 2007. France has three major equipment manufacturers in the top twenty.

EUROPE _ France

FRENCH AUTOMOTIVE FOREIGN TRADE

With the rising prices of raw materials and a strong euro, French automotive exports remained stable at 52 billion euros in 2007, ending two years of decline. Imports continued to increase (+10%). The automotive industry's trade surplus contracted again to €1.5 billion.
This contraction is mainly due to the trade balance for new cars that shrank from €1.6 to minus €2.7 billion. Due to strong domestic demand for commercial vehicles, the light commercial vehicle segment posted a €600 million deficit despite a strong export performance, as did the heavy trucks segment (at minus €180 million, its lowest level since 1997).
The positive balance for parts and engines remained stable at €4.6 billion, mainly due to the momentum of French manufacturers' production sites outside France.

In € billions	New cars	New light commercial vehicles	New heavy trucks	Parts and engines	Automotive manufacturing sector	Used vehicles	Automotive sector	% share of automotive products [1]	% share of automotive products
Exports (FOB)									
2006	23.5	2.5	3.0	21.1	50.2	1.5	51.7	384.9	13.4%
2007	21.7	2.8	3.5	22.3	50.4	1.4	51.8	395.6	13.1%
% change 2007/2006	-7.8	+11.9	+17.6	+5.7	+0.4	-9.7	+0.1	+2.8	
Imports (CIF)									
2006	21.9	3.2	3.3	16.6	44.9	0.7	45.6	427.4	10.7%
2007	24.4	3.4	3.7	17.8	49.3	1.0	50.3	450.5	11.2%
% change 2007/2006	+11.5	+8.9	+10.6	+7.5	+9.8	+31.9	+10.1	+5.4	
Balance									
2006	+1.6	-0.6	-0.4	+4.6	+5.3	+0.8	+6.1	-42.6	
2007	-2.7	-0.6	-0.2	+4.6	+1.1	+0.4	+1.5	-54.9	
Coverage rate [2]									
2006	108	81	89	128	112	206	113	90	
2007	89	83	95	126	102	141	103	88	

(1) Including military equipment.
(2) Exports / imports x 100.
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.
Sources: customs data processed by CCFA.
National accounts, base 2000.

The automotive industry's share of all goods exports has increased significantly since 1997, reaching 13.1% in 2007, versus 12% in 1997. Automotive industry imports accounted for 11.2% 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 improved significantly between 1996 and 2004, from a deficit of €350 million in 1996 to healthy surpluses of more than €7 billion. Since 2005, however, a decrease in production in France and higher imports were reflected in a sharp decline in the surplus which became a deficit in 2007. There was again a deficit deficit in commercial vehicles of €770 million in 2007 in a context of higher exports. Exports of light commercial vehicles grew 12% to €2.8 billion, while exports of heavy trucks climbed 18% to €3.5 billion (the second year there has been a rise of over 10%).
Trade in parts and engines continued to expand, with a 7.5% rise in imports and a 5.7% increase in exports. The surplus remained stable at €4.6 billion.

13%
SHARE OF AUTOMOTIVE PRODUCTS IN FRENCH GOODS EXPORTS IN 2007

EUROPE _ France

FRENCH AUTOMOTIVE FOREIGN TRADE

France's automotive manufacturing surplus (excluding used vehicles) further contracted in 2007 to €1.1 billion, the lowest level for over 30 years. It spread from a deficit of €1.8 billion over EU-27 countries to a €2.9 billion surplus with the rest of the world.
86% of this lower surplus comes from EU-27 countries, due in part to a loss in market share of French manufacturers and a rise in vehicle production in new EU countries.
The surplus with the rest of the world fell by €600 million to stand at €2.9 billion (of which -€400 million with Turkey). The main surplus increases were seen in Russia (€166 million), Brazil, Argentina and Morocco (€50 million each).

€2.9

BILLION FRENCH AUTOMOTIVE MANUFACTURING SURPLUS IN 2007 WITH NON EU-27 COUNTRIES

AUTOMOTIVE MANUFACTURING TRADE BALANCE

In € billions	1985	1990	2000 (1)	2003	2004	2005	2006	2007
Combined	4.57	4.13	9.84	11.00	11.80	8.21	5.28	1.08
INTRA EC (12 countries)	**0.29**	**0.45**						
INTRA EU (15 countries)			**5.80**	**6.82**	**6.68**	**4.11**	**1.80**	**-1.13**
INTRA EU (25 countries)				**7.72**	**7.67**	**4.42**	**1.38**	**-2.10**
INTRA EU (27 countries)							**1.79**	**-1.83**
of which: Germany	-1.62	-2.20	-3.75	-4.13	-5.06	-5.54	-5.94	-7.43
Austria			0.33	0.47	0.60	0.43	0.39	0.38
Belgium-Luxembourg	0.26	0.68	0.35	1.98	2.37	2.23	2.49	2.47
Denmark		0.12	0.23	0.25	0.34	0.34	0.32	0.31
Spain	-0.55	-0.14	1.55	0.94	0.55	0.46	-0.15	-1.44
Finland			0.17	0.23	0.24	0.23	0.18	0.15
Italy	0.59	0.13	0.58	2.09	2.11	1.56	0.49	0.72
Netherlands	0.34	0.57	1.54	0.87	0.54	0.37	0.22	0.17
Poland					0.34	0.15	-0.20	0.07
Portugal	0.12	-0.12	0.50	0.26	0.34	0.51	0.28	0.35
Czech Republic					-0.03	-0.21	-0.43	-0.65
United Kingdom	0.98	1.21	3.56	3.09	3.70	2.81	3.10	2.94
Slovenia					0.20	0.05	0.11	-0.16
Sweden			0.14	0.27	0.25	0.07	-0.09	-0.24
OUTSIDE EC (12 countries)	**4.27**	**3.69**						
OUTSIDE EU (15 countries)			**4.04**	**4.18**	**5.13**	**4.10**	**3.48**	**2.21**
OUTSIDE EU (25 countries)				**3.28**	**4.13**	**3.79**	**3.90**	**3.18**
OUTSIDE EU (27 countries)							**3.49**	**2.91**
of which: Austria	0.15	0.22						
Finland		0.10						
Norway		0.06	0.13	0.18	0.21	0.20	0.18	0.20
Poland			0.25	0.46				
Czech Republic			-0.01	-0.01				
Slovenia			0.15	0.03				
Sweden		0.05						
Switzerland	0.27	0.50	0.59	0.63	0.60	0.57	0.47	0.47
Turkey		0.17	0.55	0.13	0.36	0.13	-0.26	-0.65
Yugoslavia	0.03	0.07						
Canada	0.12	0.15	-0.02	-0.02	-0.02	0.02	0.05	0.02
USA	0.81	0.41	0.46	0.33	0.35	0.41	0.35	0.15
Mexico	0.00	-0.01	0.03	0.11	0.12	0.13	0.12	0.10
Argentina		0.06	0.38	0.05	0.16	0.17	0.28	0.33
Brazil		0.07	0.25	0.08	0.18	0.19	0.27	0.32
Algeria	0.56	0.47	0.29	0.50	0.55	0.52	0.67	0.65
Morocco		0.18	0.12	0.13	0.12	0.17	0.17	0.21
Nigeria		0.14	0.15	0.10	0.07	0.08	0.16	0.12
Tunisia		0.11	0.17	0.09	0.11	0.08	0.09	0.07
Saudi Arabia		0.06	0.06	0.04	0.05	0.06	0.06	0.07
China		0.05	0.09	0.13	0.24	0.26	0.51	0.32
South Korea		0.02	-0.22	-0.31	-0.44	-0.47	-0.50	-0.46
Iran		0.10	0.15	0.95	1.30	0.92	0.66	0.53
Japan	-0.43	-0.63	-1.04	-1.59	-1.71	-1.67	-1.78	-1.62
Taiwan	0.03	0.14	0.02	0.02	0.00	-0.02	-0.02	-0.02

(1) French overseas departments are included in the scope of French Customs as of 1996.
Sources: customs, CCFA.

After exceeding €4 billion between 1997 and 2005, the trade surplus with the EU-15 gave way to a deficit of €1.1 billion in 2007 due to loss of market share stemming from the selective sales strategy deployed by French manufacturers and stiffer competition. While the trade balance improved with Italy, the reason for the reduced surplus is a lower trade with Spain (from -€0.2 billion to -€1.4 billion) and a worsening deficit with Germany (from -€5.9 billion to -€7.4 billion).
With the 12 new EU member countries, automotive manufacturing trade posted a deficit of €700 million, versus a near balance in 2006, due mainly to lower market share for French makes, the ramp up of local plants, and the strong euro.
Outside the EU-27, the automotive manufacturing trade surplus stood at €2.9 billion. Increased activity in Latin America and the former members of the Community of Independent States worked in favor of a higher surplus, the combined trade deficit with Japan and South Korea narrowed to €2.1 billion.

EUROPE _ France

DIESEL PASSENGER CARS

Since 2002, there have been more diesel passenger car registrations than registrations of vehicles running on other fuels, accounting for 74% of the total in 2007.
Fifty two percent of passenger cars on the road at January 1, 2008 were diesel-powered.
French production of diesel vehicles stood at more than 2.3 million units in 2007, representing 44% of total production.

DIESEL PASSENGER CARS

	1990	1995	2000	2006	2007	% change 2007/2006
Production						
In units	804,007	1,036,796	1,648,448	2,205,270	2,312,801	+4.9
As a % of total production	24.4%	34.0%	35.8%	43.7%	43.6%	
Exports						
In units	292,061	472,087	975,038	1,409,609	1,527,972	+8.4
As a % of total exports	15.5%	25.5%	33.7%	36.7%	37.2%	
Registrations						
In units	762,054	897,698	1,046,485	1,427,697	1,525,439	+6.8
As a % of total registrations	33.0%	46.5%	49.0%	71.4%	73.9%	
Vehicles in use						
In units	3,775,000	6,938,000	9,980,000	15,143,000	15,922,000	+5.1
As a % of all cars in use	16.0%	27.6%	35.6%	49.8%	51.9%	

Source: CCFA.

MAIN NEW DIESEL PASSENGER CAR RANKINGS IN 2007

Rank	Make	Model	Volume	% market
1	Renault	Mégane	138,500	9.1
2	Citroën	C4-Xsara	124,950	8.2
3	Peugeot	206-207	110,470	7.2
4	Renault	Clio	96,525	6.3
5	Peugeot	307-308	72,141	4.7
6	Citroën	C3	40,690	2.7
7	Peugeot	407	38,708	2.5
8	Volkswagen	Golf	35,888	2.4
9	Ford	Focus	35,876	2.4
10	Renault	Laguna	26,851	1.8

Source: CCFA.

In 2007, France was once again leader in the global market for diesel engines with 1,525,000 new passenger car registrations, just ahead of Germany with 1.5 million units. The new, quieter, more efficient diesel engines are winning popular acclaim at a time of high fuel prices. Diesel vehicles continued to gain market share in Europe, reaching 53%, or 7.9 million units. Despite higher sales outside Europe, where there are fewer diesel cars, diesel car production rose 5% and exports 8% to over 1.5 million units.

3 OUT OF 4
NEW PASSENGER CARS REGISTERED IN FRANCE ARE DIESEL-POWERED

EUROPE _ France

REGISTRATIONS IN FRANCE BY MODEL, RANGE AND BODY

In a competitive market, French manufacturers regularly refresh their offer with new models and restylings, while keeping old models and offering new versions (short and long MPVs, station wagons, convertibles, coupes), focusing on multi-purpose applications.
Environmental performances and enhanced active and passive safety are features on the increase in this massive production of new models.
With such new models as Citroën Nemo, Berlingo and C5, Peugeot Bipper, Partner and additions to the 308 range, Renault Kangoo II and Koleos, Dacia Sandero, along with new versions (Renault Clio station wagon and Grand Modus) and many restylings, the year 2008 should bring more returns to French manufacturers.

45%
OF NEW PASSENGER CAR REGISTRATIONS IN FRANCE IN 2007 WERE IN LOW RANGE

REGISTRATIONS IN FRANCE BY RANGE AND BODY

	1990		1995		2000		2006 PS [(1)]		2006 NS [(1)]		2007	
	Units	%	Units	%	Units	%	Units	%	Units	%	Units	%
Range												
Low	986,532	42.7	840,880	43.6	855,161	40.1	854,963	42.7	919,665	46.0	923,559	44.7
Low-mid range	477,631	20.7	544,062	28.2	695,146	32.6	644,929	32.2	650,047	32.5	694,326	33.6
High-mid range	555,053	24.0	334,457	17.3	303,028	14.2	199,009	9.9	260,728	13.0	269,711	13.1
Premium	256,381	11.1	173,370	9.0	163,293	7.7	122,794	6.1	170,013	8.5	176,882	8.6
Other	33,533	1.5	37,735	2.0	117,256	5.5	178,854	8.9	96	0.0	65	0.0
Total	**2,309,130**	**100.0**	**1,930,504**	**100.0**	**2,133,884**	**100.0**	**2,000,549**	**100.0**	**2,000,549**	**100.0**	**2,064,543**	**100.0**

	1990		1995		2000		2005		2006		2007	
	Units	%	Units	%	Units	%	Units	%	Units	%	Units	%
Body												
Sedan	2,155,724	93.4	1,731,191	89.7	1,527,676	71.6	1,209,830	58.5	1,226,070	61.3	1,202,498	58.2
Station wagon	61,418	2.7	78,278	4.1	119,739	5.6	144,485	7.0	132,000	6.6	138,207	6.7
Coupe-convertible	36,269	1.6	30,067	1.6	50,527	2.4	59,382	2.9	58,147	2.9	68,093	3.3
MPVs	28,682	1.2	58,376	3.0	369,434	17.3	525,487	25.4	460,678	23.0	498,939	24.2
Including compact MPVs	-	-	-	-	241,190	11.3	284,310	13.7	268,495	13.4	325,458	15.8
4WD	17,129	0.7	25,684	1.3	57,116	2.7	113,406	5.5	109,461	5.5	138,266	6.7
Other	9,908	0.4	6,908	0.4	9,392	0.4	15,199	0.7	14,193	0.7	18,540	0.9
Total	**2,309,130**	**100.0**	**1,930,504**	**100.0**	**2,133,884**	**100.0**	**2,067,789**	**100.0**	**2,000,549**	**100.0**	**2,064,543**	**100.0**

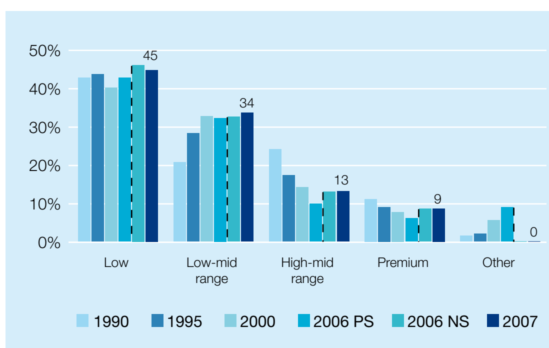
(1) In 2007, a new range-based segmentation was introduced: see pages 14 and 15 (PS: previous scope, NS: new scope).
Source: CCFA.

MAIN NEW PASSENGER CAR RANKINGS IN 2007

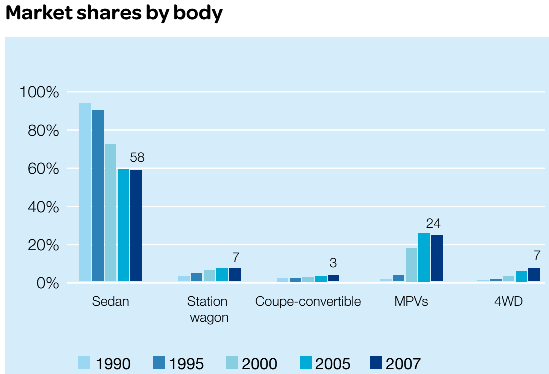
Rank	Make	Model	Volume	% market
1	Peugeot	206-207	165,682	8.0
2	Renault	Mégane	155,336	7.5
3	Renault	Clio	145,345	7.0
4	Citroën	C4-Xsara	138,822	6.7
5	Peugeot	307-308	84,250	4.1
6	Citroën	C3	61,522	3.0
7	Renault	Twingo	52,134	2.5
8	Peugeot	407	41,710	2.0
9	Ford	Focus	40,652	2.0
10	Volkswagen	Golf	39,559	1.9
11	Opel	Corsa	33,908	1.6
12	Dacia	Logan	32,635	1.6
13	Volkswagen	Polo	31,835	1.5
14	Toyota	Yaris	31,244	1.5
15	Ford	Fiesta	30,583	1.5
16	Renault	Laguna	29,937	1.5
17	Volkswagen	Touran	25,737	1.2
18	Volkswagen	Passat	22,100	1.1
19	Renault	Modus	21,160	1.0
20	Opel	Zafira	21,101	1.0
21	Peugeot	107	20,949	1.0
22	Fiat	Punto	20,040	1.0
23	BMW	3-Series	19,381	0.9
24	Opel	Astra	18,358	0.9
25	Opel	Meriva	18,268	0.9
26	Toyota	Corolla	18,073	0.9
27	Citroën	C1	18,009	0.9
28	Citroën	C2	17,283	0.8
29	Audi	A3	16,934	0.8
30	Seat	Ibiza	16,455	0.8

Source: CCFA.

Market share by range



Market shares by body



EUROPE _ France

USED PASSENGER CARS

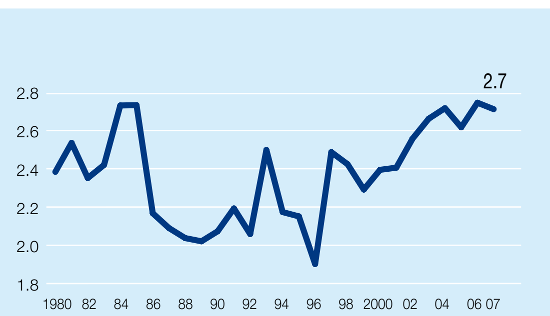
Once again, used car registrations exceeded 5 million, reaching 5,571,000 units in 2007 and setting a new record.
Every year, two or three used cars are purchased for every new car. 18% of cars in the park change hands every year. 62% of cars owned by households have been bought used, versus 51% in 1991.
The average duration of ownership is nearly five years.

USED PASSENGER CARS

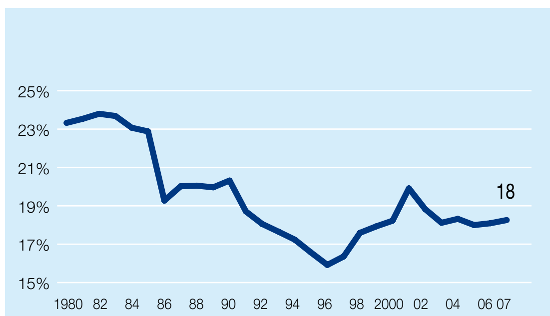
	Units	1980	1990	2000	2003	2004	2005	2006	2007
REGISTRATIONS									
New cars	thousands	1,873	2,309	2,134	2,009	2,014	2,068	2,001	2,065
Used cars	thousands	4,441	4,759	5,082	5,322	5,444	5,383	5,466	5,571
Ratio used/new		2.4	2.1	2.4	2.6	2.7	2.6	2.7	2.7
Cars less than 5 years old	**% used**		**52**	**40**	**42**	**41**	**40**	**40**	**38**
of which:									
– Cars less than 1 year old	% used		12	12	11	10	10	9	9
– Cars less than 1 year old	% new		25	29	29	28	25	25	23
Cars more than 5 years old	**% used**		**48**	**60**	**58**	**59**	**60**	**60**	**62**
Total (at 31/12)	thousands	19,130	23,550	28,060	29,560	29,900	30,100	30,400	30,700
Ratio used/total	%	23.2%	20.2%	18.1%	18.0%	18.2%	17.9%	18.0%	18.1%

Source: CCFA.

Used/new car ratio



Used/total 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 through dealers or directly between consumers. Those less than five years old are usually sold through dealers, who represent approximately half of the total market.
Representing between 4 and 6 million transactions a year, the used car market fluctuates less than the new car market. In 2007, new passenger car registrations rose 3.2% to 2.07 million units, while used car registrations rose 1.9% to 5.6 million units. The used/new car ratio remained stable at 2.7 percentage points. The growth in demand for used vehicles is similar to that of the park and is less sensitive to economic factors than demand for new cars.
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 62% in 2007. 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 automotive dealers as demonstrator or leased vehicles and then sold in the retail market. They represented 480,000 registrations, or 23% of the new car market.
Since 2001, registrations of used cars less than one year old have declined steadily as a percentage of total registrations, only accounting for 9% in 2007, versus 12% in 2001.**

5.6
MILLION
USED PASSENGER CARS REGISTERED IN 2007, A NEW FRENCH RECORD

EUROPE _ France

NEW VEHICLE REGISTRATIONS IN FRENCH OVERSEAS DEPARTMENTS

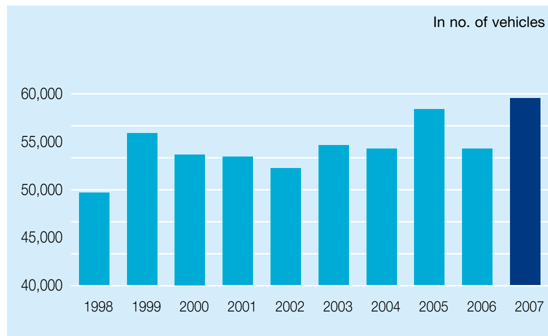
The annual markets for new cars are a more recent phenomenon in France's overseas departments and have accounted for 60,000 to 75,000 vehicle registrations since 1998. The four French overseas departments are Guadeloupe, French Guiana, Martinique and Reunion Island. Given the geographic environment, commercial vehicles over 5 tons account for a smaller proportion of registrations in overseas departments (1.6% in 2007) than in mainland France (2.2%). In contrast, the proportion of light commercial vehicles is higher (19.2% versus 17.9% in mainland France).
French manufacturers' market share is similar to mainland France. However, it is lower for light vehicles because of the stronger presence of Japanese manufacturers.

NEW VEHICLE REGISTRATIONS IN FRENCH OVERSEAS DEPARTMENTS

	2000	2004	2005	2006	2007	Change 2007/2000	Change 2007/2006
New passenger cars							
Guadeloupe	13,691	13,926	14,359	13,562	15,539	13.5%	14.6%
French Guiana	4,031	4,087	4,085	4,071	4,437	10.1%	9.0%
Martinique	14,424	13,613	14,749	14,132	14,666	1.7%	3.8%
Reunion Island	21,463	22,570	25,142	22,437	24,819	15.6%	10.6%
Total French overseas departments	53,609	54,196	58,335	54,202	59,461	10.9%	9.7%
Light commercial vehicles (up to 5t)							
Guadeloupe	2,685	2,518	2,772	2,834	3,192	18.9%	12.6%
French Guiana	1,143	1,287	1,169	1,452	1,645	43.9%	13.3%
Martinique	2,368	2,546	2,732	2,724	2,841	20.0%	4.3%
Reunion Island	5,200	5,457	6,021	6,827	6,749	29.8%	-1.1%
Total French overseas departments	11,396	11,808	12,694	13,837	14,427	26.6%	4.3%
Commercial vehicles including coaches and buses (over 5t)							
Guadeloupe	146	174	196	148	157	7.5%	6.1%
French Guiana	66	97	99	81	100	51.5%	23.5%
Martinique	187	201	183	295	333	78.1%	12.9%
Reunion Island	362	400	464	518	581	60.5%	12.2%
Total French overseas departments	761	872	942	1,042	1,171	53.9%	12.4%

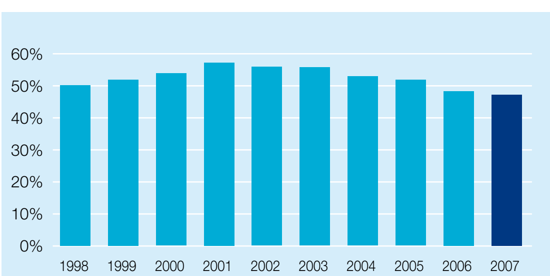
Source: CCFA.

NEW PASSENGER CAR REGISTRATIONS IN FRENCH OVERSEAS DEPARTMENTS

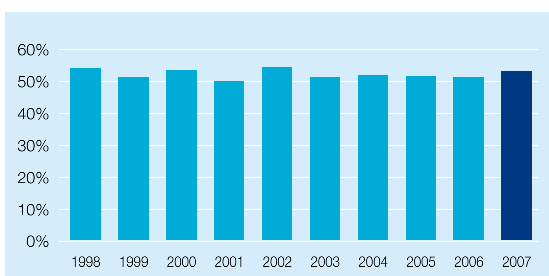


FRENCH MANUFACTURER MARKET SHARE IN FRENCH OVERSEAS DEPARTMENTS

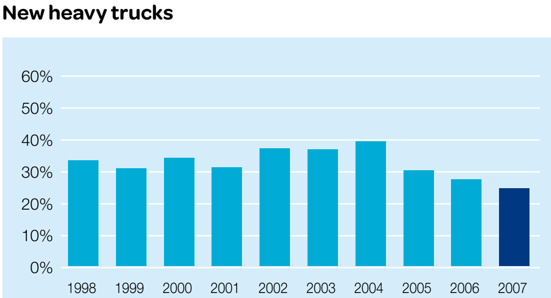
New passenger cars



New light commercial vehicles



New heavy trucks



75,000

NEW VEHICLE REGISTRATIONS IN FRENCH OVERSEAS DEPARTMENTS IN 2007

EUROPE _ France

CAR OWNERSHIP

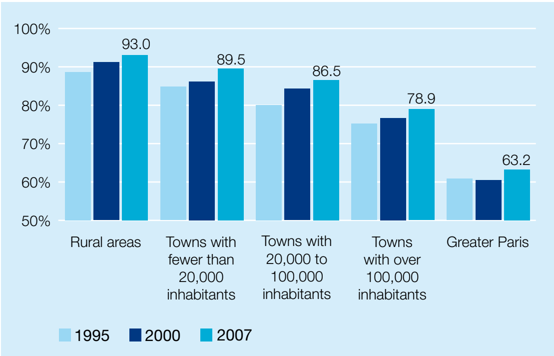
As in previous years, the proportion of households owning at least one vehicle has remained stable at 82%, while the proportion of households owning two or more cars has grown.
In 2007, multi-car households accounted for 36% of the total compared with 26% in 1990 and 16% in 1980.
Sixty three percent of households in the Paris region own at least one vehicle, compared with 60% in 2000.

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

In %	1980	1985	1990	1995	2000	2007
By socio-professional category						
Farmers	87.3%	92.4%	95.9%	98.9%	91.1%	86.5%
Farm workers	72.6%	72.4%	74.7%	-	-	
Tradesmen, craftsmen, business owners	91.1%	94.3%	95.2%	89.4%	90.6%	92.5%
Self-employed professionals, executives	93.6%	95.0%	94.4%	85.5%	84.6%	84.7%
Middle management	90.2%	92.4%	93.3%	88.7%	90.8%	90.5%
White collar workers	75.4%	75.7%	78.3%	75.9%	77.5%	81.9%
Blue collar workers	80.4%	85.1%	87.2%	89.7%	88.7%	89.9%
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%	74.8%
of which retired persons	-	-	59.4%	70.9%	76.0%	78.1%
By area of residence						
Rural areas	71.7%	77.8%	82.1%	88.6%	91.1%	93.0%
Towns with fewer than 20,000 inhabitants	69.6%	75.0%	76.6%	84.7%	86.1%	89.5%
Towns with 20,000 to 100,000 inhabitants	72.3%	73.9%	77.3%	80.0%	84.2%	86.5%
Towns with over 100,000 inhabitants	69.5%	73.5%	74.2%	75.1%	76.6%	78.9%
Greater Paris	69.3%	71.7%	77.0%	60.8%	60.4%	63.2%
Paris	48.8%	48.5%	47.3%			
By location of residence						
Town center	-	-	-	67.6%	69.4%	72.7%
Suburb	-	-	-	79.3%	80.5%	80.8%
Semi-rural area	-	-	-	88.5%	89.8%	91.5%
Rural area	-	-	-	85.3%	90.4%	91.7%
By age of head of household						
Under 25	-	-	-	51.2%	49.3%	60.4%
25-34	-	-	-	85.1%	82.4%	83.5%
35-44	-	-	-	86.7%	86.3%	89.5%
45-54	-	-	-	87.5%	87.4%	86.4%
55-64	-	-	-	84.9%	87.0%	86.9%
Over 65	-	-	-	61.9%	69.0%	73.1%
Combined	**69.3%**	**73.4%**	**76.5%**	**78.4%**	**80.3%**	**82.4%**
Vehicles for which women are the main drivers	-	-	-	-	40.4%	41.0%

Sources: INSEE up to 1993, SOFRES as of 1994.

Car ownership based on area of residence



The car ownership rate is the proportion of households that own at least one vehicle, expressed as a percentage.
Car ownership is largely dependent on the household's revenues, the age of the head of the household, the socio-professional category, the location and the number of people in the household.
- In towns with over 100,000 inhabitants, the car ownership rate has not declined; 79% of households owned vehicles in 2006, compared with 75% in 1995.
- Car ownership is very high among households in rural and semi-rural areas, i.e. rural areas located close to towns (nearly 92%).
- The rate of car ownership among older households is increasing; in 2007, 73% owned vehicles compared with 62% in 1995.
Rural households, large households and workers typically own two or more vehicles.

36%
OF HOUSEHOLDS OWN TWO OR MORE CARS

EUROPE _ France

PERSONAL VEHICLES IN USE

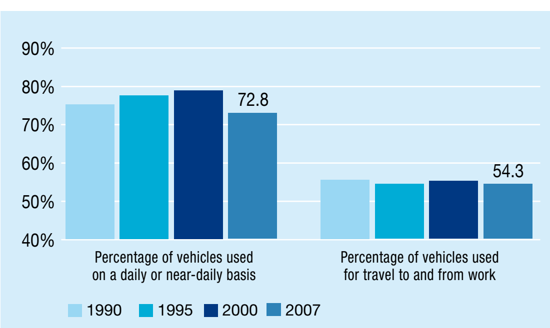
Daily car use has dropped slightly in recent years, with 73% of the total car fleet used in 2007 compared with 79% in 2000.
Since 2006, there are more diesel-powered (over 53%) than petrol-powered cars.
The average number of kilometers on the odometer continued to rise and now totals 107,000 kilometers, i.e. 37,000 kilometers more than in 1990.

VEHICLE FLEET (OWNED, LEASED OR LOANED) BY HOUSEHOLDS

	Units	1980	1990	1995	2000	2007 (1)
Total fleet	**millions**	**16.7**	**23.0**	**25.1**	**27.4**	**32.7**
Average vehicle age	years	5.8	5.8	6.6	7.3	8.2
Breakdown by make						
Renault	%	36.2	33.3	33.3	33.3	30.3
PSA Peugeot Citroën (including Talbot)	%	47.1	38.3	36.2	35.2	36.8
Foreign makes	%	16.7	28.4	30.5	31.4	32.9
Breakdown by power category for tax purposes						
2-3 hp	%	12.3	3.4	1.6	0.7	42.3
4-5 hp	%	23.2	38.4	38.9	40.5	
6-7 hp	%	47.0	47.1	48.6	50.0	45.6
8 hp and above	%	17.5	12.8	10.9	8.8	12.1
Breakdown by vehicle range						
Low range	%		39.4	43.4	45.1	44.5
Low-mid range	%		20.8	24.3	27.3	31.2
High-mid range	%		26.0	22.2	19.9	14.2
Premium range	%		8.7	7.0	7.0	5.2
Other	%		5.1	3.2	0.8	4.8
Percentage of vehicles purchased new	**%**	**55.7**	**50.4**	**45.2**	**43.9**	**38.1**
Breakdown by type of fuel used						
Premium unleaded	%		15.5	38.4	49.1	46.5
Premium leaded - AVSR	%		62.9	28.8	11.9	
Regular gasoline	%		4.1	1.3	-	
LPG-CNG	%		0.1	0.0	0.7	
Diesel	%		17.4	30.9	38.1	53.5
Average kilometers on odometer	**km**		**69,500**	**84,080**	**93,140**	**107,050**
Percentage of vehicles used on daily or near-daily basis	%		75.1	77.4	78.7	72.8
Percentage of vehicles used for travel to and from work	%		55.4	54.3	55.1	54.3

(1) 2007 cannot be compared directly with previous years; the scope of light commercial vehicles has been enlarged.
Source: SOFRES survey data processed by CCFA and INRETS.

Vehicle use



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, where numbers are still increasing.
After rising throughout the 1990s, the average age of a vehicle tended to stabilize between 2000 and 2002 as the economic environment improved. It is now rising again, reaching 8.2 years in 2007.
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, representing respectively 45% and 31% of the total fleet in 2007, to the detriment of high mid-range models, where share is 14%.

73% AND 54%

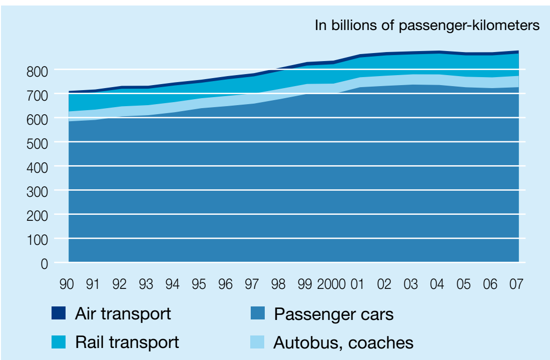
RESPECTIVE PERCENTAGES OF VEHICLES USED DAILY (OR NEAR DAILY) AND FOR COMMUTING

EUROPE _ France

DOMESTIC PASSENGER TRANSPORT

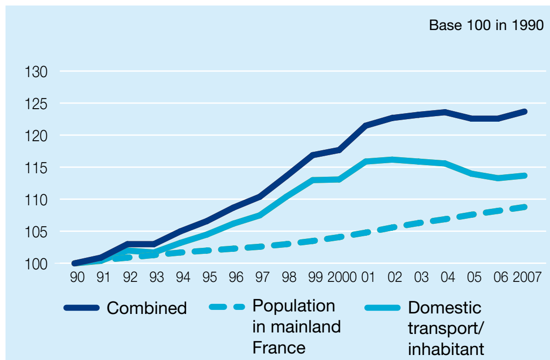
Personal transport drives the economy, shaping economic and social exchanges, creating wealth, and underpinning whole sectors such as health and tourism.
When expressed as passenger-kilometers, which under-represents urban transport and focuses on domestic transport to the exclusion of long distance international transport, roads emerge as the dominant mode, with 83% passenger cars and 5% coaches and buses using them in 2007.
Cars and light commercial vehicles enable people to carry their belongings, offering an appropriate response to transport in sparsely-populated residential areas or regions where there is insufficient demand to make public transport networks economically and socially relevant solutions.

Domestic passenger transport



Source: MEEDDAT/SESP.

Domestic passenger transport figures



Personal transport is obviously linked to the economy, as is the transport of freight, but it also includes the vital social aspect of meeting people.
Whereas freight is more closely associated with industrial, agricultural and craft production, personal transport covers a much broader economic sphere.
While commuting between home and work is predominant, the developing service economy also depends on the mobility of people, which is particularly important in such personal services as health and tourism.
People select their mode of transport on the basis of their starting-point/destination, distance and time, as in the transport of freight. Transporting people requires significant capital expenditure in each mode and is generally paid off over a long period during which the infrastructure is built and maintained.

When measuring transport in terms of passenger-kilometers, light vehicles tend to dominate in domestic passenger transport. This can be expressed as the number of daily trips, particularly in dense urban areas where transport facilities and other methods (bicycles, motorcycles, etc.) play an important role, or as passenger-kilometers when dealing with international long distance travel, showing the relevance of each mode of transport. The French National Travel & Transport Survey (ENTD 2007) makes it possible to update national statistics that date back to 1994.
Domestic passenger transport per person expressed in passenger-kilometers rose continuously until 2002 (a rise of 16% compared to 1990). Since then, it appears to have tailed off due to rising fuel prices, and dropped 2% between 2002 and 2007.

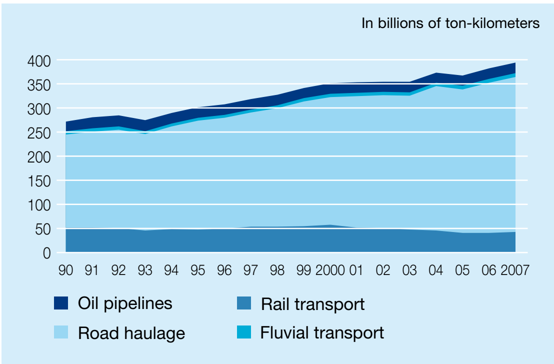
–2%
DECREASE FROM 2002 TO 2007 IN DOMESTIC PASSENGER TRANSPORT FOR ALL MODES PER INHABITANT IN PASSENGER-KILOMETERS

EUROPE _ France

DOMESTIC FREIGHT TRANSPORT

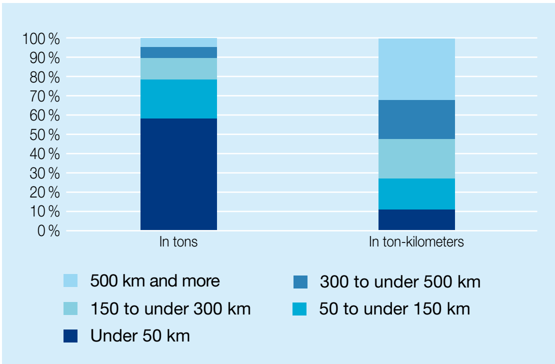
Transporting freight drives the economy, enabling production sites to connect with each other and with consumer sites, which in turn link to reprocessing-recycling plants. The time dimension must be added to this spatial model, often associated with town and country planning.
Each mode of transport - road, rail, inland waterways, pipeline, etc. – depends on infrastructure that requires the kind of large-scale capital expenditure that is generally paid off over a long period.
Road haulage meets many of the criteria involved in selecting a transport hub. According to the Road Freight Haulage Survey from the French Ministry of Transport, 58% of the French freight loads are delivered within a radius of 50 kilometers, and 48% of ton-kilometers generated by these deliveries involve distances of under 300 kilometers.

Domestic freight transport in France



Source: MEEDDAT/SESP.

Breakdown of freight transport using French carriers according to the load distance in 2006



Source: MEEDDAT/SESP.

Demand for transporting freight is closely linked to the country's economy and its interaction with other economies. It firstly involves domestic demand from various economic players, and secondly exports from businesses manufacturing inside the country. Some countries, such as Germany and France, act as key freight transit countries due to their geographical position. In the case of road haulage, this also leads to the phenomenon of cabotage.
The physical transfer of goods exported by a country is a major focus of economic competitiveness. The destination (the source for imports) and the type of good traded are often critical when choosing the appropriate mode of transport. Some liquids can be transported via pipelines, thereby avoiding any disruptions in supply; ports are used as part of trading with distant countries. Domestic demand from economic players such as households, businesses and administrations in the broadest sense covers a very varied range of goods and properties, and is met either by domestic production or by imports. Transport provides a physical link both between production sites and to consumer sites, and from consumption sites to reprocessing-recycling sites. In France, this has a major impact on town and country planning.

There is a great variety of transported goods, and many factors can influence the choice of a mode of transport. Among them:
- the weight of the goods in question: car manufacturers mainly transport coils of steel by rail or water ways;
- delivery time: perishables such as fresh products must be transported quickly – usually by road;
- departure and arrival sites, both in production (linked with town and country planning) and in consumption which mostly means households living in built-up areas.
Different modes of transport also depend on a specific infrastructure. This entails large-scale capital expenditure, usually paid off over a long period, and careful deployment. Intensive usage, due to massive traffic flows, makes the infrastructure issue all the more relevant, as does the use of several different modes of transport in a single logistics chain, where there will be interruptions when loads are shifted from one mode to another.
Due to its flexibility, adaptability and quality of service, road haulage addresses many of these factors, demonstrating that rather than being a single homogenous market, transport consists in a multitude of sub-markets, which often cannot replace each other.
Ignoring the geographical location of departure and arrival sites, there are two basic units for measuring the transport of goods: tons (measured during loading) and ton-kilometers. The French Ministry of Transport's Road Freight Haulage Survey shows that nearly 60% of French freight tons move less than 50 km from their source, and that nearly 50% of French ton-kilometers are generated less than 300 kilometers from the source.

58%

OF GOODS TRANSPORTED BY FRENCH ROAD CARRIERS TRAVEL LESS THAN 50 KILOMETERS MEASURED AS FREIGHT TONS

EUROPE _ France

AUTOMOBILE TRAFFIC

88 & 82%
RESPECTIVELY OF THE DOMESTIC TRANSPORTATION OF PEOPLE AND GOODS TOOK PLACE BY ROAD IN 2007

Automotive traffic increased by an annual average of 2.6% between 1980 and 2001, and by a slight 0.4% on average since 2001. In 2007, with better economic growth, more tourism and fewer fuel price hikes than in previous years, traffic rose 0.8% over 2006.
Passenger car traffic rose by 0.6% after several years of decline; park rose 1%, and the average number of kilometers covered per year continued to fall, though less than in previous years (down 0.4% in 2007 compared with an average drop of 1.4% a year between 2001 and 2006). Reflecting better economic activity, especially in the building and public works sector, heavy truck traffic by French hauliers rose by 2.2% for a 4% increase in transported goods measured in ton-kilometers.

TRAFFIC STATISTICS

	Units	1990	2000	2006	2007	% change	Average annual change in %	
						2007/1990	2007/1990	2007/2006
Park (annual averages)	**thousands of vehicles**	**28,109**	**33,452**	**36,480**	**36,847**	**+31**	**+1.6**	**+1.0**
Passenger cars		23,280	27,770	30,250	30,550	+31	+1.6	+1.0
of which: gasoline		19,760	18,150	15,505	15,018	-24	-1.6	-3.1
diesel		3,520	9,620	14,746	15,533	+341	+9.1	+5.3
Light commercial vehicles (LCV)		4,223	5,055	5,590	5,655	+34	+1.7	+1.2
of which: gasoline		2,279	1,299	936	873	-62	-5.5	-6.7
diesel		1,944	3,756	4,655	4,783	+146	+5.4	+2.8
Heavy trucks (> 5t)		538	547	557	559	+4	+0.2	+0.4
Coaches and buses		69	80	83	83	+20	+1.1	+0.0
Average kilometers	**thousands of km**							
Passenger cars		13.6	13.8	13.1	13.0	-5	-0.3	-0.4
of which: gasoline		12.1	11.1	9.8	9.5	-21	-1.4	-2.5
diesel		22.2	18.9	16.6	16.4	-26	-1.8	-0.9
Light commercial vehicles (LCV)		15.9	15.9	16.4	16.4	+3	+0.2	-0.2
of which: gasoline		11.6	8.5	8.2	8.1	-30	-2.1	-0.6
diesel		20.6	18.4	18.1	17.9	-13	-0.8	-1.0
Heavy trucks (> 5t)		36.2	48.4	49.2	50.1	+38	+1.9	+1.8
Coaches and buses		31.0	29.7	30.8	32.0	+3	+0.2	+4.0
Consumption per vehicle	**liters/100 km**							
Passenger cars: gasoline		8.70	8.07	7.61	7.58	-13	-0.8	-0.3
Passenger cars: diesel		6.90	6.67	6.38	6.39	-7	-0.4	+0.2
LCV: gasoline		9.20	9.51	8.90	8.87	-4	-0.2	-0.3
LCV: diesel		10.50	9.72	9.37	9.39	-11	-0.7	+0.2
Heavy trucks: diesel		34.40	37.69	36.23	35.87	+4	+0.2	-1.0
Buses and coaches: diesel		42.70	32.60	31.30	31.20	-27	-1.8	-0.3
Fuel consumption (all road transportation)	**millions of liters**							
Gasoline		25,292	18,954	13,877	13,154	-48	-3.8	-5.2
Diesel		19,438	32,355	37,515	38,609	+99	+4.1	+2.9
Total traffic	billions of veh./km	**436**	**526**	**555**	**560**	**+28**	**+1.5**	**+0.8**
of which: French passenger cars and light commercial vehicles		403	463	488	491	+22	+1.2	+0.6
Road traffic								
Passengers in private cars	billions of pass./km	585.6	699.6	723.8	727.8	+24	+1.3	+0.6
Passengers in coaches and buses	billions of pass./km	41.3	43.0	44.9	47.1	+14	+0.8	+5.0
Freight	billions of t/km	193.9	266.5	312.7	323.3	+67	+3.1	+3.4

Source: Transportation Accounts, INSEE, DAEI/SESP.

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. It also includes data on vehicles registered abroad.
In 2007, the number of vehicles on the road rose by 1%, comparable to previous years, but far lower than in the 1990s. More light vehicles use diesel engines which now power 56% of this segment.
In 2007, the number of heavy trucks (over 5t) rose slightly by 0.4% to 559,000 vehicles, suggesting a more intensive use of these vehicles, especially in their very early years; their annual average number of kilometers rose by nearly 2% to over 50,000 kilometers, setting a new record.

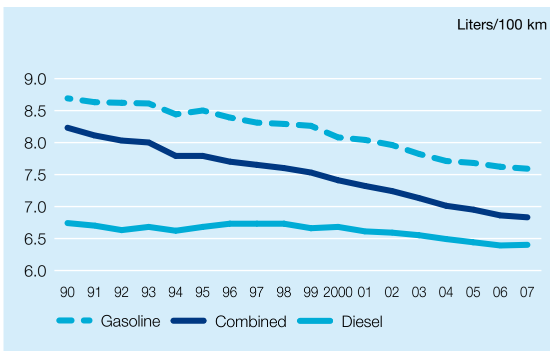
Unit consumptions in the table above include the over-consumption associated with biofuels, which have a lower energy quotient than conventional fuels. Judging by the first estimates from the French Energy Observatory, deliveries of petrol in joules fell by 5.2% compared with a drop of 4.5% in liters, while deliveries of diesel rose 2.6% compared with a 2.8% rise in liters.

EUROPE _ France

ROAD TRAFFIC AND CO_2 EMISSIONS

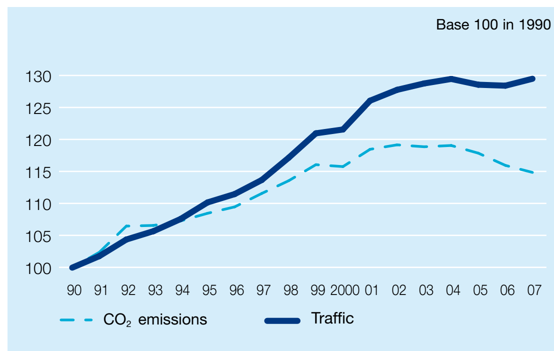
The number of French and foreign vehicles on French roads has increased by 30% since 1990, while the corresponding CO_2 emissions have risen by only 15%.
The credit for enhanced energy efficiency stems from a variety of factors. The average consumption per registered vehicle on the road in France decreased by nearly 17% between 1990 and 2007, as a result of the increased percentage of diesel-powered vehicles, auto improvements and changes in driving behavior.
In 2007, and even more in 2008, the increasing share of biofuels in fuel deliveries – close to annual French targets – also helps lower CO_2 net of renewable energy sources.

Average consumption of a passenger car on the road



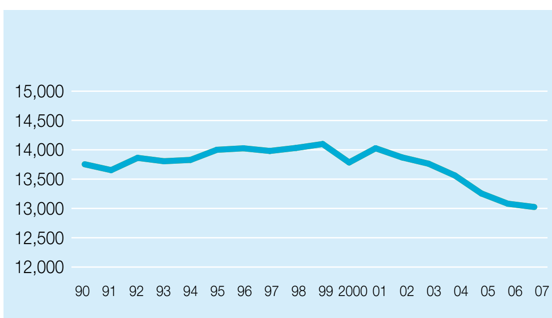
Source: Traffic Statistics.

Traffic in France and corresponding CO_2 emissions net of renewable energy sources



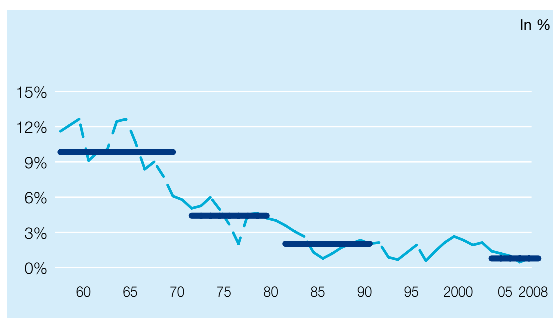
Sources: CITEPA and Traffic Statistics.

Average kilometers covered per year by a passenger car



Source: Traffic Statistics.

Annual growth rate of passenger cars on the road in France



Source: CCFA.

Passenger car traffic involves the number of vehicles on the road and their average number of kilometers covered per year. Over the long term, the increase of the park has slowed down and now shadows the growth of the population as a whole. The growth in multiple car ownership and the sharp rise in fuel prices are behind the drop in the average number of kilometers driven per year by passenger cars.
In 2007, the first estimates from CITEPA for road transport CO_2 emissions net of renewable energy sources stand at 125 million tons, back at their 2000 level. For 2006, CO_2 emissions net of renewable energy sources of road transport divide (according to CITEPA) into nearly 55% for cars, 17% for light commercial vehicles and 27% for heavy trucks including coaches and buses.

Stable

CO_2 EMISSIONS FROM ROAD TRANSPORT SINCE 2000, ACCORDING TO CITEPA

EUROPE _ France

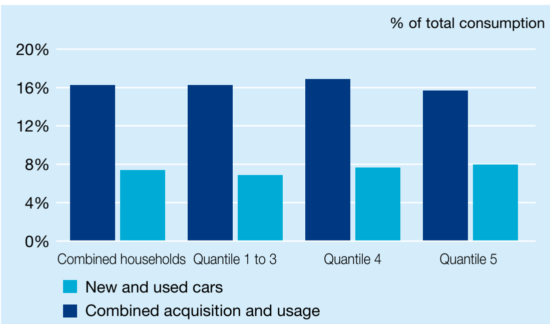
HOUSEHOLD CAR COSTS

5%
WEIGHT OF FUEL IN CONSUMPTION OF HOUSEHOLDS IN RURAL AREAS

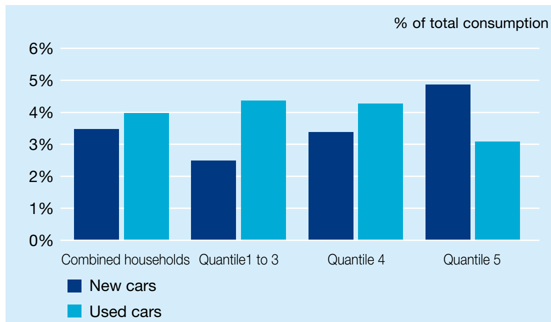
For all households, fuel purchases rise the more households live in small districts.
For households with cars, fuel purchases comprise a lower share of overall consumption for the 20% of better-off households (3%), compared with over 4% for other households.
In light of the tax component in the price of fuel and insurance, low-income households with cars pay more taxes, proportionally to their consumption, than the 20% of wealthier households.

AUTOMOTIVE CONSUMPTION OF HOUSEHOLDS WITH CARS BY INCOME

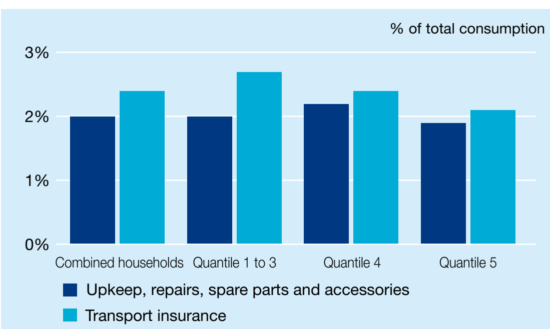
Car budget



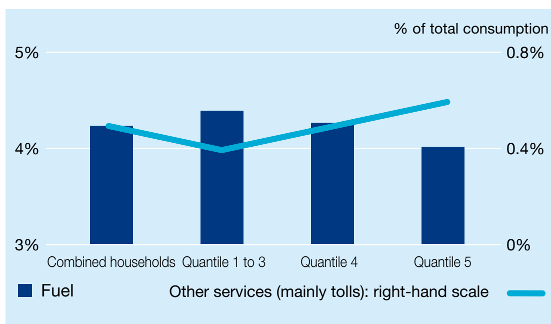
Car purchases



Upkeep, repairs, spare parts and transport insurance

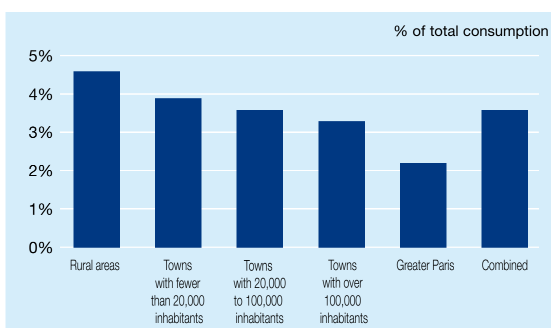


Fuel and other use-related services



The Family Budget surveys conducted every five years by the French National Institute for Statistics and Economic Studies (INSEE) reveal the proportion of large consumer items in the household budget. They provide data based on the different household characteristics such as socio-economic category, age, income, type of residence area, and so on.
There are two important differences for typical car items when compared to national figures. With respect to transportation insurance costs, the full cost is factored into the surveys, while only the service (i.e. spending fewer repayments) is recorded at the macroeconomic level. When it comes to spending on used vehicles, the full cost is reflected in the surveys, while at the macroeconomic level, this spending corresponds mainly with the margins made by professionals involved in a transaction, and does not include transactions between individuals.
Some charts show the breakdown of different car items as a % of total consumption, equivalent to individual consumption (excluding rent) based on income, broken down by 20% segments of the population: Q5 is the fifth quintile, i.e. 20% of households with the highest earners, ahead of Q4 and then the combination of Q1 to Q3.
In 2005-2006, the vehicle budget for all households with cars amounted to just over 16% of their total consumption. New car purchases account for barely a half, ranging from 7% for the 60% of households with lower incomes to 8% for the fifth quintile. Nearly two thirds of households in Q1-Q3 buy used cars, whereas nearly two-thirds of Q5 households buy new cars.

Fuel cost for households, including those without cars, by residence area



Source: INSEE, Family Budget Survey 2006

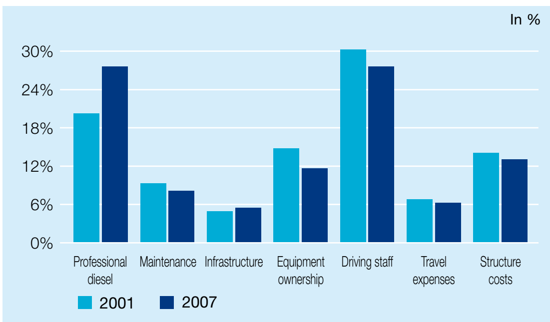
While nearly 4% of total consumption is devoted to fuel, only the richest quintile spends much less on consumption for this item. The same goes for transportation insurance. As these items are taxed most heavily, it looks as if car-owning Q1-Q3 households pay more taxes than households in the richest quintile for the use of their vehicles in proportion to their consumption.
By breaking down all households (car owners or not) into categories of residence location, fuel appears to play a higher role the smaller the town. This means that households in the Paris area spend 2% of their consumption on fuel whereas people in rural areas spend 5%.

EUROPE _ France

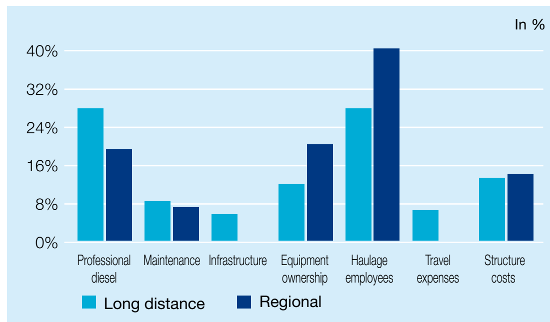
COST PRICE FOR ROAD FREIGHT

According to CNR, the share of professional diesel in the long distance road freight rose by 7 percentage points between 2001 and 2007 to 28%.
For this same period, the infrastructure share also rose by 0.6 percentage points to 5.5% in 2007. However, the cost of equipment ownership (road tractors and semi-trailers) dropped by 3 percentage points to under 12%.
Between 2002 and 2007, the cost price for long distance road freight rose by 17%, an average of 3.2% a year.

Structure of road haulage cost price for goods: long distance

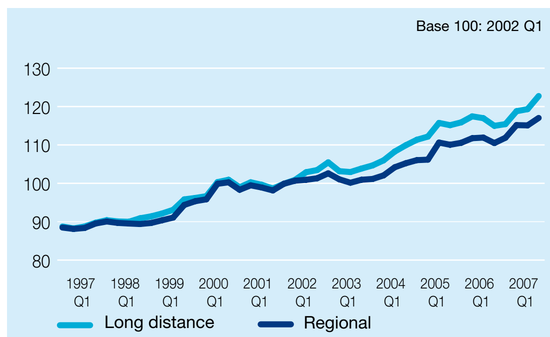


Structure of cost price of the road freight in 2007



The National Road Transport Committee (CNR) publishes two indexes showing changes in the cost of professional road transport: one for long distances and the other for regional transportation.
Long distance transport covers national or international transportation by a maxi-code articulated truck and trailer where operating restrictions make it impossible or uncertain for the driver to return home each day.
Regional transport, with vehicles carrying a total load of between 3.5 and 19 tons, refers to transportation inside a region and its neighboring regions, where operating conditions enable the driver to return home each day.
Between 2001 and 2007, professional diesel fuel, together with the substantial increases in oil prices, took an increasingly large role in the cost price of the long distance road freight, rising from 20 to nearly 28% of the total price.
Infrastructure costs also increased more than overall costs, from 4.9 to 5.5%.
On the other hand, equipment ownership (road tractors and semi-trailers) and maintenance (upkeep and repairs) dropped by 3 and 0.9 percentage points respectively, far more than the figure for haulage employees (down 2.5 percentage points).
Since 2002, the cost price of the long distance road freight has risen by 17%, or 3.2% annually.
In the case of regional transport, fuel accounted for 19% of combined costs in 2007; and this lower percentage is one of the causes of the low 3 percentage point increase in the regional index between 2002 and 2007 when compared with the long distance index.

Cost price of the road freight



Source: CNR.

28%

SHARE OF DIESEL IN THE CNR INDEX FOR THE LONG DISTANCE ROAD FREIGHT COST

EUROPE _ France

AUTOMOTIVE PRICE INDICES

The new passenger car price index rose 2% in 2007, or 0.5 percentage points more than inflation, against a backdrop of considerable rises in the cost of raw materials. Since 1995, the new car price index decreased by 12% in real terms.
Fuel prices continued to climb in 2007, although at a slower rate (up 1.8%) than in previous years. However, prices rose considerably over shorter periods, and at the start of 2008, the price of diesel had doubled compared with early 1999.
The parts, accessories, repairs and maintenance price index continued to rise by more than 4.2% in 2007, reflecting among other things the higher cost of raw materials, essential technical capital expenditure, and better qualified labor.
Between 2003 and 2007, the indices for different modes of passenger transport varied considerably in real terms: the road passenger transportation index fell 6% (excluding taxis), the personal vehicle (purchases and use) index rose 8%, air transportation fell 5% and rail travel rose 3%.

+26% AND **+38%**

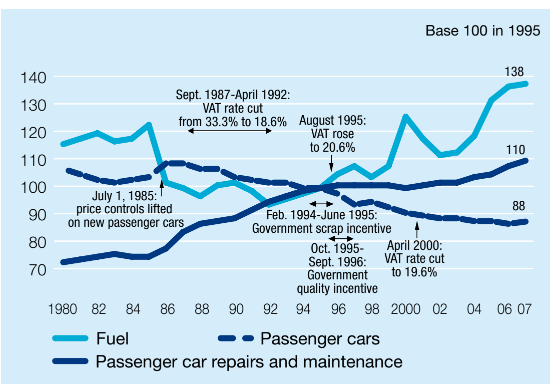
INCREASES IN PREMIUM UNLEADED GASOLINE AND DIESEL PRICES SINCE 2003

YEAR-ON-YEAR AUTOMOTIVE PRICE CHANGES

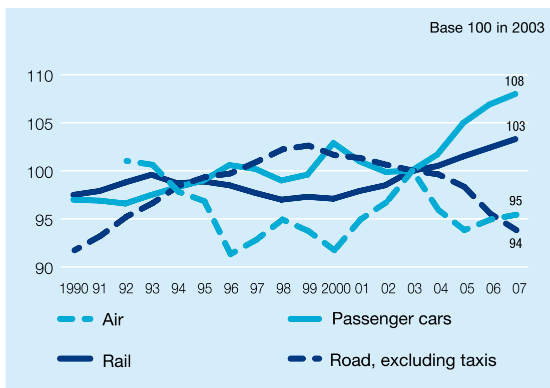
	Consumer prices	New car prices	Prices of car parts, accessories, repair and maintenance	Fuel prices
2005	1.8%	1.3%	3.1%	12.9%
2006	1.6%	1.1%	3.6%	6.0%
2007	1.5%	2.0%	4.2%	1.8%

Source: INSEE, calculations from CCFA.

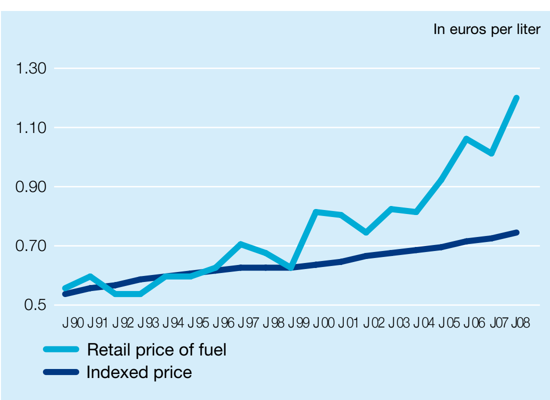
New passenger car, fuel, parts, accessories, maintenance and repair price indices, adjusted for inflation



Passenger transportation method price indices, adjusted for inflation



Retail price for diesel fuel in France and that for January 1999 indexed for consumer prices



Sources: INSEE, DIREM, CCFA presentation.

The table 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, so that price rises resulting from quality and equipment improvements can be factored out. Allowance is made for periodic rebates (except by mutual agreement). To calculate the actual change in the key components of the cost of owning a car, these indices have been adjusted by 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 April 1995 temporarily slowed the downward movement.
Actual repair and maintenance costs have risen steadily since 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 were offset by increased labor costs. The index has been rising again since 2002, which mirrors the trend between 1985 and 1996.
After remaining close to their 1995 level, the tax-adjusted indices for different modes of passenger transport have had varied evolutions since 2003. From 2003 to 2007, the tax-adjusted personal car index (purchase and use of passenger cars) rose 8%, and largely exceeded its 2000 level. Despite two years of increases, the air transport index fell 5%. The rail transport index rose 3% in line with its steady increase from 2000 whereas the passenger transport index fell back by 6% to its 1991 level. Only the share of the price paid directly by households is factored into these calculations.

EUROPE _ France

CONSUMER SPENDING ON PRIVATE VEHICLES

Despite higher household purchasing power in 2007 compared with the previous four years, spending kept increasing at the same rate as that observed since 2001. An increasing share of budgets went on savings (including repayments of mortgages).
Against this background, spending on new cars rose by 5% to 41 billion euros partly driven by purchases made ahead of the introduction of the new environmental "bonus/ malus" system.
After substantial increases in recent years, the price of fuel rose at a more moderate rate of 1.8%. Consumer spending on fuel totaled 36 billion euros (up 1.7%), as much as on new and used cars purchases, whereas in 1990 it had been a third lower.

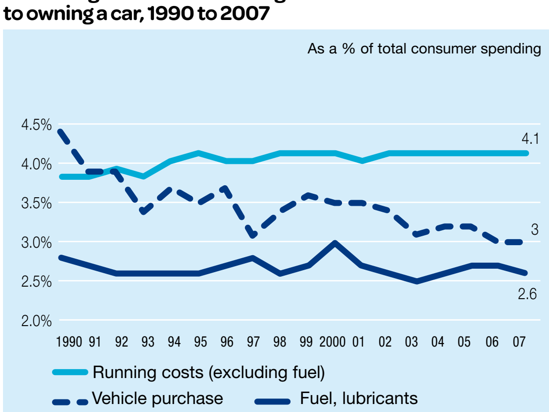
€138
BILLION
SPENT BY CONSUMERS ON CARS AND MOTORCYCLES IN 2007, ACCORDING TO INSEE

CONSUMER SPENDING ON PRIVATE VEHICLES

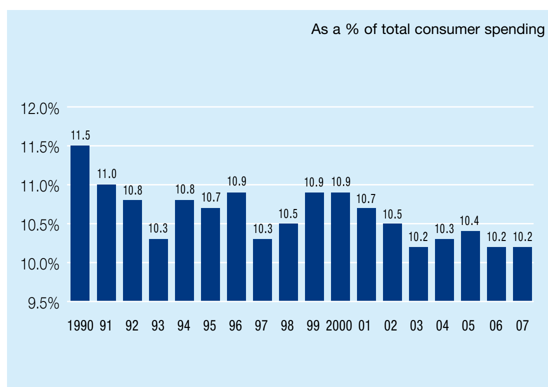
Amount and as a % of total consumer spending for the year	Unit	1990		1995		2006 (1)		2007 (1)		Change 2007/2006
Purchase cost	**€ billions**	**31.9**	**4.4%**	**29.7**	**3.5%**	**38.9**	**3.0%**	**40.8**	**3.0%**	**+4.8%**
- New and used cars		29.6	4.1%	27.3	3.2%	34.7	2.7%	36.5	2.7%	+5.0%
of which new cars		24.7	3.4%	21.8	2.6%	23.6	1.8%	24.8	1.8%	+5.1%
- Caravans, motorcycles, bicycles		2.3	0.3%	2.4	0.3%	4.2	0.3%	4.3	0.3%	+3.7%
Running costs	**€ billions**	**47.9**	**6.6%**	**57.5**	**6.7%**	**88.5**	**6.8%**	**91.8**	**6.8%**	**+3.8%**
- Parts and accessories		12.3	1.7%	16.1	1.9%	25.8	2.0%	27.5	2.0%	+6.7%
- Fuel and lubricants		20.3	2.8%	22.5	2.6%	35.1	2.7%	35.7	2.6%	+1.7%
- Automotive maintenance and repairs		11.1	1.5%	13.3	1.6%	18.6	1.4%	19.2	1.4%	+3.0%
- Tolls, parking fees, rental, driving lessons		4.1	0.6%	5.6	0.7%	8.9	0.7%	9.4	0.7%	+5.2%
Insurance	**€ billions**	**4.1**	**0.6%**	**3.9**	**0.5%**	**6.0**	**0.5%**	**5.7**	**0.4%**	**-4.6%**
Total consumer spending on private vehicles	**€ billions**	**83.8**	**11.5%**	**91.0**	**10.7%**	**133.4**	**10.2%**	**138.3**	**10.2%**	**+3.7%**
Public transportation	€ billions	10.3	1.4%	11.1	1.3%	20.6	1.6%	21.7	1.6%	+5.5%
Total consumer spending for the year	**€ billions**	**726**	**100%**	**852**	**100%**	**1,301**	**100%**	**1,359**	**100%**	**+4.4%**
Number of households (mainland France)	thousands	**21,634**		**22,898**		**26,264**		**26,698**		**+1.7%**
Spending on private vehicles per household	euros	3,874		3,975		5,077		5,180		+2.0%
Spending on private vehicles per vehicle-owning household	euros	5,064		5,070		6,192		6,286		+1.5%

(1) These are provisional data and can be readjusted for three years.
Source: INSEE - Consumer Spending, 2007 – 2000 base.

Percentage of household budget allocated to owning a car, 1990 to 2007



Total vehicle-related expenditure



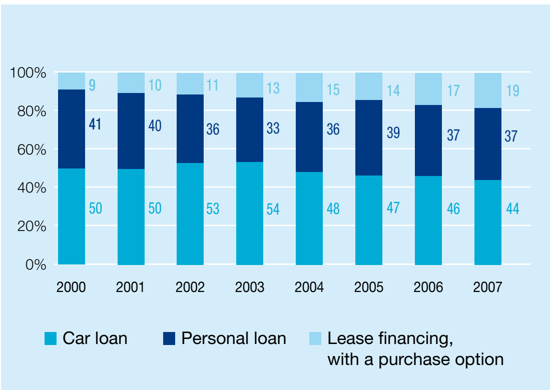
In 2007, French spending on personal transportation (primarily private vehicles) rose by 3.7% to €138 billion, an amount that represented 86% of all consumer spending on personal and public transportation combined.
Consumer spending on cars, relative to total consumer spending, is expressed as the percentage of household budget allocated to owning a car. Since the beginning of the 1990s, this percentage has ranged between 10% and 11.6%. These macroeconomic data are based on different concepts to those found in surveys *(cf. p.42)*.
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 2007, the portion of the budget allocated to car purchases was 3% which corresponds to the 1990s low point, as observed in 1997.
The cost of maintaining and repairing vehicles, which increased in the 1990s, was stable at 3.4% for the fifth consecutive year, below the peak recorded in 1995, when it represented 3.5% of total consumer spending.
After increasing over several years, spending on car insurance fell as rates decreased, by 4.6% to 5.7 billion euros. This expenditure totaled 3.7 billion in 1999.

EUROPE _ France

AUTOMOBILE FINANCING

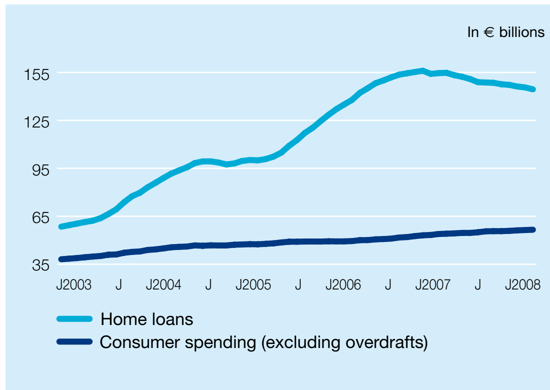
In 2007, 62% of new cars purchased by consumers were bought on credit, compared with less than 60% in 2001-2002. Of these, nearly half were financed with car or conventional loans, ahead of personal loans (37%) and lease financing with a purchase option (19%, compared with 8 to 9% in the late 1990s).
Car loans are supported by solutions combining financing, insurance, maintenance and/or support.

Consumer financing methods for new car purchases



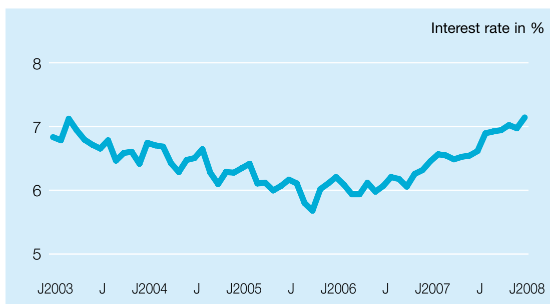
Sources: ASF, CCFA.

Total amounts of new credits granted to residents over a 12-month period



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:
- car 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 72 months, i.e. six 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 with loans.
Since 2003, consumer credit has grown sharply in France: using data over 12 months, new consumer loans (excluding overdrafts) rose from €38 billion in January 2003 to over €56 billion at the start of 2008, an average annual increase of 8%. Over the same period, home loans rose from €58 to €145 billion, an annual average of 20% despite a slight dip observed during 2007. Such growing debt has helped offset lower rises in purchasing power noted by INSEE for all households.

Interest on loans, excluding overdrafts



Source: Banque de France.

62%
OF NEW CARS PURCHASED BY CONSUMERS IN FRANCE WERE BOUGHT ON CREDIT

EUROPE _ France

CAR AND MOTORCYCLE SALES AND REPAIRS

In France, all motor vehicles are sold and repaired through dealership networks, totaling 16,000 outlets, including around 11,000 for French makes. Motor vehicle sales generated revenue of €95 billion in 2007, an increase of 6% that reflects the rise in new light vehicle registrations.
According to INSEE, vehicle sales and repairs (categorized as J10) involved 72,510 companies at January 1, 2006, just over 6% of which worked for a manufacturer (apart from franchisees) and employed 43% of all staff in the sector. For car sales alone, a fifth of these companies employed three quarters of staff in the sector in 2004, on the basis of annual surveys of businesses.

VEHICLE SALE AND REPAIR REVENUES IN CURRENT € BILLIONS, INCLUDING VAT

Activity	2002	2003	2004	2005	2006	2007	Change 2007/2006
Automotive sales	77.8	77.7	82.0	87.8	89.8	95.1	5.9%
Automotive maintenance and repairs	18.0	18.6	20.0	20.4	21.0	21.5	2.6%
Retail automotive equipment sales	5.0	5.3	5.2	5.6	5.7	6.0	4.4%
Motorcycle sales and repairs	3.7	3.7	3.9	3.8	3.9	4.0	2.9%
Retail fuel sales	10.8	11.2	11.7	13.2	13.6	13.7	0.5%
TOTAL	**115.4**	**116.5**	**122.7**	**130.8**	**134.0**	**140.3**	**4.7%**

Source: INSEE- Trade accounts: The results are provisional.

LIGHT VEHICLE SALES NETWORKS IN FRANCE AT JANUARY 1, 2007

Make	Primary dealership
Renault	749
Peugeot	450
Citroën	440
French makes	1,639
Ford	329
Opel	294
Fiat	223
Volkswagen	372
BMW	188
Mercedes-Benz	150
Japanese makes	1,304
South Korean makes	462
Other makes	1,715
TOTAL	**6,676**

Sources: CNPA, CCFA.

STRUCTURE OF HEAVY TRUCK NETWORKS BY MAKE

Make	Distribution and service	After sales only
Renault Trucks	147	339
Volvo Trucks	12	118
Mercedes-Benz	82	74
Iveco	50	77
Scania	48	57
DAF Trucks	32	42
MAN	28	59
TOTAL	**399**	**766**

Sources: CNPA, "Sale and Repair of Heavy Trucks in France", March 2006 and CCFA.

Vehicles require special care throughout their service life. This care includes continuous supervision whenever and wherever necessary with optimum servicing in order to maintain the vehicle's initial qualities.
Vehicle manufacturers and official dealers and repair specialists 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 selected distributors and repair specialists capable of meeting make and product requirements.

€95 BILLION

FRENCH MOTOR VEHICLE REVENUE, INCLUDING VAT, ACCORDING TO INSEE

EUROPE _ France

AUTOMOTIVE INDUSTRY PRODUCTION AND ITS ECONOMIC IMPACT

+2 PERCENTAGE
POINT RISE IN SHARE OF TOTAL PURCHASES IN PRODUCTION, DUE TO RISING RAW MATERIAL COSTS

After two years of contraction, automotive industry production rose in 2007 by 1.4% to €90 billion. It has fluctuated around this point since 2001 and is nevertheless 62% above its 1996 level.
Total purchases increased by €3.5 billion against 2006, higher than the production rise of €1.2 billion, mainly as a result of higher raw material prices *(see page 27 for the figures)*. As in 2006, the total share of purchasing in production continued to rise.
Value added (VA) continued the downward trend begun in 2004, representing 12% of output, or €11 billion. Total purchases, or intermediate consumption, amounted to €79 billion, a five-fold increase since 1980 that has helped various sectors of the economy. A capital-intensive industry, the gross fixed capital formation (GFCF) in the automotive segment totaled €3.8 billion in 2007, making an investment rate (GFCF to VA ratio) of 35% (18% overall and 15% for the industry excluding energy).

ANALYSIS OF AUTOMOTIVE INDUSTRY PRODUCTION

		1990	1995	2000	2005	2006 (1)	2007 (1)
Purchases from other industries	**%**	**-**	**-**	**59.9**	**66.9**	**65.7**	**-**
Consumer goods industries	**%**	**-**	**-**	**2.7**	**3.8**	**3.6**	**-**
of which: apparel, leather	%	-	-	0.3	0.3	0.3	-
household equipment	%	-	-	2.2	3.2	3.1	-
Capital goods industries	**%**	**-**	**-**	**9.1**	**10.3**	**9.8**	**-**
of which: mechanical equipment	%	-	-	6.0	6.9	6.6	-
electrical and electronic equipment	%	-	-	2.9	3.4	3.1	-
ships, aircraft and railway rolling stock	%	-	-	0.1	0.1	0.1	-
Intermediate goods industries	**%**	**-**	**-**	**32.3**	**34.8**	**34.1**	**-**
of which: metallurgy and metalworking	%	-	-	16.1	17.0	17.0	-
chemicals, rubber, plastics	%	-	-	8.9	10.3	10.0	-
electrical and electronic components	%	-	-	4.1	3.9	3.7	-
mineral products	%	-	-	1.4	1.7	1.7	-
textiles	%	-	-	1.3	1.4	1.3	-
Energy	**%**	**-**	**-**	**1.2**	**1.3**	**1.3**	**-**
of which: electricity, gas and water supply	%	-	-	0.6	0.7	0.7	-
fuels and motor fuels	%	-	-	0.5	0.6	0.6	-
Construction	**%**	**-**	**-**	**0.1**	**0.2**	**0.2**	**-**
Transportation	**%**	**-**	**-**	**0.5**	**0.6**	**0.6**	**-**
Financial services	**%**	**-**	**-**	**0.8**	**0.8**	**0.8**	**-**
of which: financial intermediation	%	-	-	0.6	0.5	0.5	-
insurance and auxiliary activities	%	-	-	0.2	0.3	0.3	-
Real estate activities	**%**	**-**	**-**	**0.3**	**0.3**	**0.3**	**-**
of which: property leasing	%	-	-	0.3	0.3	0.3	-
Corporate services	**%**	**-**	**-**	**11.3**	**12.6**	**12.4**	**-**
of which: consultancy and support	%	-	-	3.9	4.6	4.4	-
operating services	%	-	-	3.2	3.1	3.0	-
research and development	%	-	-	4.0	4.7	4.7	-
post and telecommunications	%	-	-	0.3	0.3	0.3	-
Other commercial sector industries	**%**	**-**	**-**	**1.6**	**2.1**	**2.5**	**-**
All commercial sector purchases	**%**	**-**	**-**	**14.5**	**16.5**	**16.6**	**-**
Purchases within the industry	**%**	**-**	**-**	**40.1**	**33.1**	**34.3**	**-**
Total production at base prices	€ billions	49.7	55.3	85.8	91.4	88.5	89.8
In % of production at base prices	*%*	*100.0*	*100.0*	*100.0*	*100.0*	*100.0*	*100.0*
Total purchases (2)	€ billions	38.9	43.3	69.8	76.5	75.4	78.9
In % of production at base prices	*%*	*78.1*	*78.3*	*81.3*	*83.7*	*85.1*	*87.8*
Value added by the industry	€ billions	10.9	12.0	16.0	14.9	13.2	10.9
In % of production at base prices	*%*	*21.9*	*21.7*	*18.7*	*16.3*	*14.9*	*12.2*
Operating cash flow	€ billions	-	3.5	6.6	4.2	2.5	-
In % of value added (margin rate)	*%*	-	*28.9*	*41.2*	*28.1*	*19.1*	-
Gross fixed capital formation (GFCF)	€ billions	-	-	5.0	3.7	3.5	3.8
In % of value added (investment rate)	*%*	-	-	*31.4*	*24.6*	*26.4*	*34.9*

(1) Data for 2006 are to be confirmed and data for 2007 are provisional.
(2) Total purchases (intermediate consumption) refers to the value of goods and services transformed or consumed fully during the production process. It does not include the depreciation of fixed production assets, which is recorded in uses of capital employed.
Source: INSEE - National Accounts (base 2000).

Total industry purchases in 2006 were split one-third within the industry and two-thirds from other industries.
Intermediate goods accounted for more than a third of purchases, including metallurgy. The metalworking industry remained the leading supplier, accounting for 17% of total purchases.

The commercial sector accounted for 16% of purchases. The most requested corporate services were research and development (5%), consultancy and support (4%), and operating services (3%).
Purchases of capital goods (mechanical, electrical and electronic equipment) accounted for 10% of total purchases.

EUROPE _ France

AUTOMOTIVE OEMS AND SUPPLIERS

French automobile manufacturing acts as a structure for its 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 automotive manufacturing sector ranks sixth in the world and second in Europe, while the French OEM industry in the broad sense ranks fourth in the world and second in Europe.

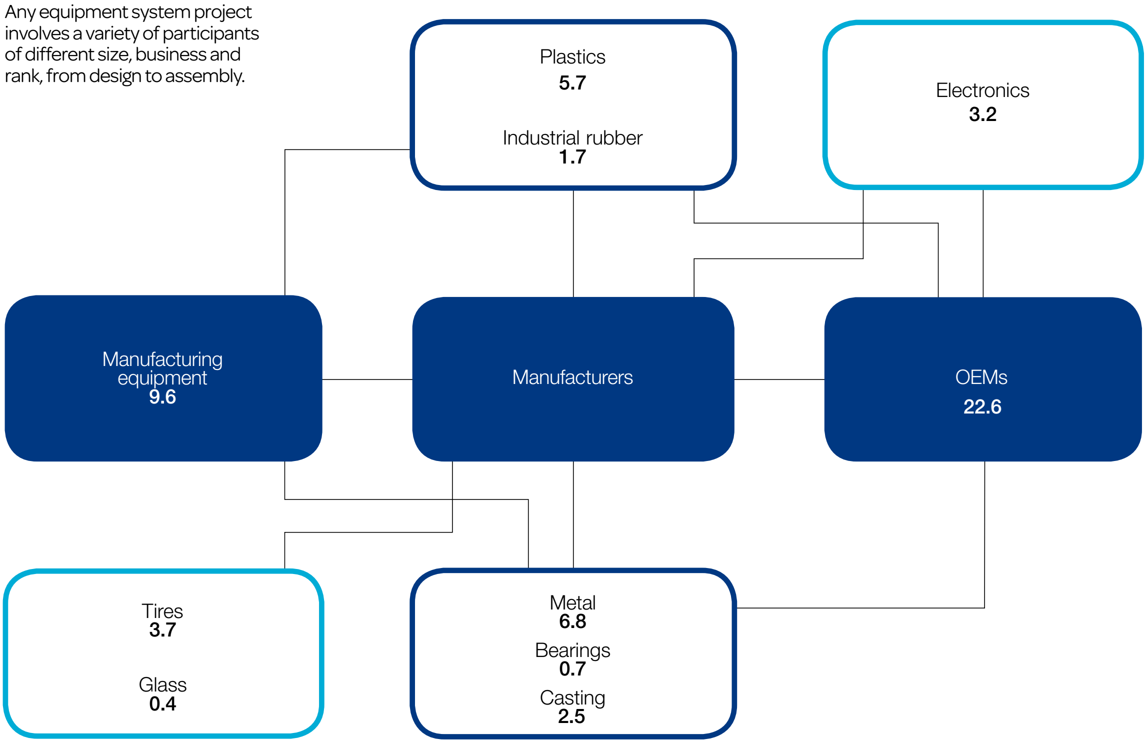
No. 1

THE FRENCH AUTOMOTIVE INDUSTRY IS THE LARGEST CUSTOMER OF THE PLASTICS, INDUSTRIAL RUBBER AND INDUSTRIAL METALWORKING SERVICES SECTORS

FRENCH SUPPLIER CHAIN ACCORDING TO SESSI

Invoicing totaled €56.9 billion in 2006

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



A variety of participants of different size, business and rank contribute to automotive 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 automotive 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 (about three quarters according to the French Automotive Equipment Industries Association).

According to SESSI, the French automotive industry, which leverages the French industrial base, made purchases of nearly € 57 billion from its suppliers in France in 2006. It accounts for more than half of the engineered plastics parts business, and around half of industrial rubber markets, the casting business, and 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 industry and the French economy.

EUROPE _ France

EMPLOYMENT

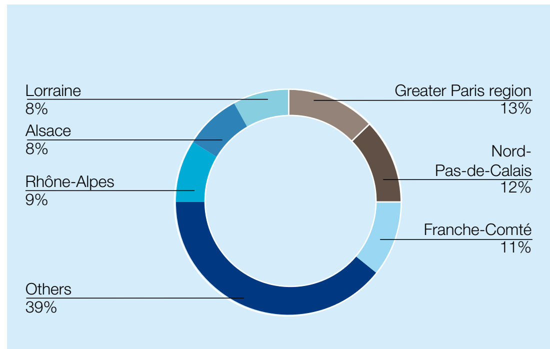
In the broadest sense, automobiles provided work for close to 2.5 million people, representing 10% of France's employed working population, in 2007. The automotive industry alone directly employed 275,000 people, representing 10% of all employment in the manufacturing and energy sector.

JOBS RELATED DIRECTLY OR INDIRECTLY TO THE AUTOMOTIVE INDUSTRY IN 2007
In thousands

Manufacturing and energy sector **284**		Services **146**
TOTAL RAW MATERIALS AND SERVICES **430**		
Automotive manufacturing **170**	Equipment and accessories **80**	Bodywork, trailers, caravans **25**
TOTAL AUTOMOTIVE INDUSTRY **275**		
TOTAL PRODUCTION OPERATIONS **705**		
Sales, repairs, vehicle testing, short-term rentals, breakdown and recycling **432**	Automotive equipment retailing **72**	Insurance, experts and financing **88**
Fuel retailing **36**	Driving schools, licensing **25**	Motor sport, media, publishing, other **13**
TOTAL AUTOMOBILE USE **666**		
Road transport (passengers and freight, outsourced and in-house), related services **955**	Police, health service, education, non-commercial administration **34**	Road building and maintenance **105**
TOTAL TRANSPORT **1,094**		
TOTAL JOBS **2,465**		

Sources: CCFA, CNPA, SESSI, INSEE, SESP, URF and USIRF.

Geographic breakdown of automotive industry employees in 2006



Source: SESSI.

As the driving force behind industrial output in France over the past several years, the automotive industry and its suppliers directly and indirectly created 705,000 jobs either in production or through its purchases from other sectors.
Vehicle usage provided jobs for more than 660,000 people, particularly in the areas of vehicle-related services (sales, repairs, automotive equipment retailing), fuel and recycling (oil recovery and car breakers).
The road transport (passenger and freight) sector and its related infrastructure employed more than 1 million people. These jobs cover both outsourced and in-house transportation operations.
In a broader sense of freight transportation and logistics (storage and related services), the French Transportation Ministry's Statistics Department (SESP) carried out a multi-sector analysis that showed there were 1.5 million employees in this sector in 2004.
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, with only 13% of employees 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 (8% each).

10%
OF FRENCH PEOPLE IN EMPLOYMENT WORK IN THE AUTOMOTIVE INDUSTRY (DIRECT AND INDIRECT JOBS)


2008
Edition
STATISTICS
Comité des Constructeurs Français d'Automobiles

WORLD

PRODUCTION

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

PASSENGER CARS

In units	1980	1990	2000 (2)	2003	2004	2005 (2)	2006	2007
EUROPE	**11,983,548**	**15,231,409**	**17,407,047**	**17,236,606**	**17,829,721**	**17,677,904**	**18,099,954**	**19,331,225**
WESTERN EUROPE	**10,401,320**	**13,061,853**	**14,778,879**	**14,602,409**	**14,664,891**	**14,222,460**	**13,934,905**	**14,216,256**
Germany	3,520,934	4,660,657	5,131,918	5,145,403	5,192,101	5,350,187	5,398,508	5,709,139
Belgium	882,001	1,160,412	912,233	791,703	857,119	895,109	881,929	789,674
Spain	1,028,813	1,679,301	2,366,359	2,399,374	2,402,501	2,098,168	2,078,639	2,195,780
France (1)	**2,938,581**	**3,294,815**	**2,879,810**	**3,220,329**	**3,227,416**	**3,112,961**	**2,723,196**	**2,550,869**
Italy	1,445,221	1,874,672	1,422,284	1,026,454	833,578	725,528	892,502	910,860
Netherlands	80,779	121,300	215,085	163,080	187,600	115,121	87,332	61,912
Portugal	61,000	60,221	178,509	165,576	150,781	137,602	143,478	134,047
United Kingdom	923,744	1,295,611	1,641,452	1,657,558	1,647,246	1,596,356	1,442,085	1,534,567
Sweden	235,320	335,853	259,959	280,394	290,383	288,659	288,583	316,850
CENTRAL AND EASTERN EUROPE	**1,582,228**	**2,002,000**	**2,330,692**	**2,340,081**	**2,717,678**	**3,001,781**	**3,619,367**	**4,480,086**
TURKEY	**31,529**	**167,556**	**297,476**	**294,116**	**447,152**	**453,663**	**545,682**	**634,883**
NORTH AMERICA	**8,663,060**	**8,450,862**	**10,022,089**	**8,267,040**	**8,566,853**	**8,816,463**	**9,302,895**	**9,293,340**
NAFTA	**7,526,658**	**7,747,823**	**8,371,806**	**6,624,692**	**6,468,454**	**6,523,591**	**6,892,197**	**6,475,498**
of which: Canada	846,777	1,072,281	1,550,500	1,340,175	1,335,516	1,356,271	1,427,582	1,342,133
USA	6,376,825	6,077,449	5,542,217	4,510,469	4,229,625	4,321,272	4,366,996	3,924,268
Mexico	303,056	598,093	1,279,089	774,048	903,313	846,048	1,097,619	1,209,097
SOUTH AMERICA	**1,136,402**	**703,039**	**1,650,283**	**1,642,348**	**2,098,399**	**2,292,872**	**2,410,698**	**2,817,842**
of which: Argentina	218,516	81,107	238,921	109,364	171,400	182,761	263,120	350,735
Brazil	977,697	663,097	1,351,998	1,505,139	1,862,780	2,011,817	2,092,029	2,388,402
ASIA-PACIFIC	**8,796,971**	**11,910,333**	**13,573,073**	**16,197,676**	**17,870,039**	**20,049,013**	**22,175,957**	**24,094,409**
of which: China	-	-	605,000	2,018,875	2,480,231	3,931,807	5,233,132	6,381,116
South Korea	55,000	986,751	2,602,008	2,767,716	3,122,600	3,357,094	3,489,136	3,723,482
India	30,538	176,015	517,957	907,968	1,178,354	1,264,111	1,473,235	1,707,839
Japan	7,038,108	9,947,972	8,359,434	8,478,328	8,720,385	9,016,735	9,754,903	9,944,637
AFRICA	**277,058**	**209,603**	**213,444**	**267,344**	**287,655**	**319,598**	**339,772**	**330,417**
of which: South Africa	277,058	209,603	230,577	291,249	300,963	324,875	334,482	276,018
TOTAL	**29,720,637**	**35,802,207**	**41,215,653**	**41,968,666**	**44,554,268**	**46,862,978**	**49,918,578**	**53,049,391**

COMMERCIAL VEHICLES

In units	1980	1990	2000 (2)	2003	2004	2005 (2)	2006	2007
EUROPE	**2,563,596**	**2,688,509**	**2,783,468**	**2,763,680**	**3,004,979**	**3,140,884**	**3,299,335**	**3,514,224**
WESTERN EUROPE	**1,663,080**	**1,671,915**	**2,326,653**	**2,175,843**	**2,186,349**	**2,246,463**	**2,341,198**	**2,474,948**
Germany	357,619	315,895	394,697	361,226	377,853	407,523	421,106	504,321
Belgium	47,029	91,784	121,061	112,680	43,154	31,419	36,127	44,729
Spain	152,846	374,049	666,515	630,452	609,673	654,332	698,796	693,923
France (1)	**439,852**	**474,178**	**468,551**	**399,737**	**438,574**	**436,047**	**446,023**	**464,985**
Italy	166,635	246,178	316,031	295,177	308,527	312,824	319,092	373,452
Netherlands	32,102	29,832	52,234	52,201	59,903	65,627	72,122	76,656
Portugal	58,000	77,466	68,215	73,785	75,947	83,458	83,847	42,195
United Kingdom	389,170	270,133	172,442	188,871	209,293	206,753	207,707	215,686
Sweden	63,080	74,415	41,384	42,638	49,887	50,570	44,489	49,170
CENTRAL AND EASTERN EUROPE	**900,516**	**975,000**	**323,203**	**348,599**	**442,374**	**468,632**	**516,039**	**574,745**
TURKEY	**19,352**	**41,594**	**133,471**	**239,238**	**376,256**	**425,789**	**442,098**	**464,531**
NORTH AMERICA	**2,599,948**	**5,032,605**	**9,761,798**	**10,013,272**	**10,380,452**	**10,492,212**	**9,761,754**	**9,815,873**
NAFTA	**2,349,318**	**4,775,818**	**9,325,214**	**9,618,588**	**9,809,628**	**9,795,192**	**9,016,810**	**8,978,714**
of which: Canada	527,522	850,566	1,411,136	1,212,687	1,376,020	1,331,621	1,143,784	1,236,105
USA	1,634,846	3,702,787	7,257,640	7,604,502	7,759,762	7,625,381	6,925,127	6,856,461
Mexico	186,950	222,465	656,438	801,399	673,846	838,190	947,899	886,148
SOUTH AMERICA	**250,630**	**256,787**	**436,584**	**394,684**	**570,824**	**697,020**	**744,944**	**837,159**
of which: Argentina	63,153	5,337	100,711	59,812	89,002	136,994	168,981	193,912
Brazil	187,477	251,450	329,519	322,652	454,447	519,023	519,005	582,416
ASIA-PACIFIC	**4,344,363**	**4,492,406**	**4,497,938**	**5,789,018**	**6,421,509**	**5,784,312**	**6,013,551**	**6,561,572**
of which: China	-	-	1,464,000	2,424,811	2,754,265	1,776,614	2,044,767	2,501,340
South Korea	65,012	334,879	512,990	410,154	346,864	342,256	350,966	362,826
India	83,379	186,640	283,403	253,555	332,803	374,563	543,276	598,929
Japan	4,004,776	3,538,824	1,781,362	1,807,890	1,791,133	1,782,924	1,729,330	1,651,690
AFRICA	**127,698**	**125,174**	**115,305**	**128,589**	**135,012**	**202,053**	**229,757**	**211,636**
of which: South Africa	127,698	125,174	126,787	130,086	154,739	200,352	253,237	258,472
TOTAL	**9,675,970**	**12,399,000**	**17,158,509**	**18,694,559**	**19,941,952**	**19,619,461**	**19,304,397**	**20,103,305**

(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.
Sources: CCFA, OICA..

WORLD

PRODUCTION

WORLD MOTOR VEHICLE PRODUCTION BY MANUFACTURER AND ECONOMIC AREA, 2007

In thousands Economic area /Manufacturers	North America NAFTA	South America	European Union 27 countries	Other European countries and Turkey	Japan	South Korea	China	Other Asian, Pacific and African countries	TOTAL
European manufacturers	**913**	**2,122**	**13,559**	**552**	**252**	**181**	**1,144**	**510**	**19,232**
BMW	158		1,334					50	1,542
Fiat-Iveco-Irisbus		727	1,683	185			75	8	2,679
MAN			97	2					98
Daimler	298	94	1,467	19	189			30	2,097
Porsche			107						107
PSA Peugeot Citroën		227	2,743	10	17		213	248	3,457
Renault-Dacia-Samsung	9	252	1,830	336		181		61	2,669
Scania	1	21	57						78
Volkswagen	411	789	4,100				855	113	6,268
Volvo	37	12	141		46				236
American manufacturers	**9,695**	**1,093**	**4,361**	**396**	**0**	**943**	**1,270**	**592**	**18,350**
Chrysler	2,470		69						2,539
Ford	2,818	401	2,304	286			281	156	6,248
General Motors	4,253	692	1,928	109		943	989	435	9,350
Navistar	87								87
Paccar	67		60						127
Japanese manufacturers	**4,607**	**338**	**1,779**	**187**	**11,407**	**0**	**1,572**	**3,364**	**23,253**
Fuji Heavy (Subaru)	109				476				585
Honda	1,433	107	238	24	1,332		464	315	3,912
Isuzu	5	31		2	240		20	234	532
Mazda	78	12	14		996		107	80	1,287
Mitsubishi	79	31	67		846		68	322	1,412
Nissan	1,200	6	577		1,179		296	173	3,431
Suzuki-Maruti	31		239		1,218		170	938	2,596
Toyota-Daihatsu-Hino	1,671	151	645	161	5,120		448	1,302	9,498
South Korean manufacturers	**251**	**0**	**145**	**90**	**0**	**2,825**	**337**	**339**	**3,987**
Hyundai-Kia	251		145	90		2,825	337	339	3,987
Chinese manufacturers	**0**	**0**	**0**	**11**	**0**	**123**	**180**	**0**	**313**
SAIC (Ssangyong)				11		123	180		313
All manufacturers	**15,454**	**3,655**	**19,718**	**3,128**	**11,596**	**4,086**	**8,882**	**6,633**	**73,153**
As % of total production									
European manufacturers	**5%**	**11%**	**71%**	**3%**	**1%**	**1%**	**6%**	**3%**	**100%**
BMW	10%		87%					3%	100%
Fiat-Iveco-Irisbus		27%	63%	7%			3%	0%	100%
MAN			98%	2%					100%
Daimler	14%	4%	70%	1%	9%			1%	100%
Porsche			100%						100%
PSA Peugeot Citroën		7%	79%	0%	0%		6%	7%	100%
Renault-Dacia-Samsung	0%	9%	69%	13%		7%		2%	100%
Scania	1%	27%	73%						100%
Volkswagen	7%	13%	65%				14%	2%	100%
Volvo	16%	5%	60%		19%				100%
American manufacturers	**53%**	**6%**	**24%**	**2%**	**0%**	**5%**	**7%**	**3%**	**100%**
Chrysler	97%		3%						100%
Ford	45%	6%	37%	5%			5%	3%	100%
General Motors	45%	7%	21%	1%		10%	11%	5%	100%
Navistar	100%								100%
Paccar	53%		47%						100%
Japanese manufacturers	**20%**	**1%**	**8%**	**1%**	**49%**	**0%**	**7%**	**14%**	**100%**
Fuji Heavy (Subaru)	19%				81%				100%
Honda	37%	3%	6%	1%	34%		12%	8%	100%
Isuzu	1%	6%		0%	45%		4%	44%	100%
Mazda	6%	1%	1%		77%		8%	6%	100%
Mitsubishi	6%	2%	5%		60%		5%	23%	100%
Nissan	35%	0%	17%		34%		9%	5%	100%
Suzuki-Maruti	1%		9%		47%		7%	36%	100%
Toyota-Daihatsu-Hino	18%	2%	7%	2%	54%		5%	14%	100%
South Korean manufacturers	**6%**	**0%**	**4%**	**2%**	**0%**	**71%**	**8%**	**8%**	**100%**
Hyundai-Kia	6%		4%	2%		71%	8%	8%	100%
Chinese manufacturers	**0%**	**0%**	**0%**	**3%**	**0%**	**39%**	**57%**	**0%**	**100%**
SAIC (Ssangyong)				3%		39%	57%		100%
All manufacturers	**21%**	**5%**	**27%**	**4%**	**16%**	**6%**	**12%**	**9%**	**100%**

Sources: CCFA, OICA.

WORLD

VEHICLE REGISTRATIONS

NEW PASSENGER CAR REGISTRATIONS BY COUNTRY

In units	1980	1990	2000	2003	2004	2005	2006	2007
Germany	2,426,187	3,349,788	3,378,343	3,236,938	3,266,825	3,319,259	3,467,961	3,148,163
Austria	227,548	288,618	309,427	300,121	311,292	307,915	308,594	298,182
Belgium	399,240	473,506	515,204	458,796	484,757	480,088	526,141	524,795
Denmark	73,774	80,654	112,688	96,083	121,491	146,881	154,383	159,341
Spain (1)	504,051	988,270	1,381,515	1,383,098	1,517,286	1,528,877	1,634,608	1,614,835
Finland	103,167	139,095	134,646	147,222	142,439	147,949	145,689	123,163
France	**1,873,202**	**2,309,130**	**2,133,884**	**2,009,246**	**2,013,709**	**2,067,789**	**2,000,549**	**2,064,543**
Greece	35,700	115,480	290,222	257,293	289,691	269,728	267,669	279,745
Ireland	93,563	82,584	230,989	145,223	154,136	171,741	178,766	186,335
Italy	1,717,432	2,307,055	2,415,600	2,247,365	2,263,693	2,237,272	2,325,718	2,492,774
Luxembourg	21,500	38,422	41,896	43,620	48,234	48,517	50,837	51,332
Norway	95,550	61,901	97,376	89,921	115,645	109,907	109,164	129,195
Netherlands	450,076	502,732	597,640	488,845	483,750	465,160	483,970	505,540
Portugal	58,357	210,924	257,834	189,792	197,584	206,488	194,702	201,816
United Kingdom	1,513,761	2,008,934	2,221,670	2,579,050	2,567,269	2,439,717	2,344,864	2,404,007
Sweden	192,588	229,941	290,529	261,206	264,246	274,301	282,766	306,799
Switzerland	279,764	329,899	316,519	270,309	269,385	264,941	269,452	284,688
European Union (15 countries)	9,690,146	13,125,133	14,312,087	13,843,898	14,126,402	14,111,682	14,367,217	14,361,370
Europe (17 countries)	10,065,460	13,516,933	14,725,982	14,204,128	14,511,432	14,486,530	14,745,833	14,775,253
CENTRAL AND EASTERN EUROPE	1,900,000	1,600,474	2,551,000	2,645,927	3,145,116	3,368,221	3,892,851	4,785,713
Canada	948,967	886,217	849,132	864,949	819,413	842,322	858,826	841,585
USA	8,760,937	9,300,678	8,846,625	7,636,539	7,505,932	7,667,066	7,820,854	7,618,413
Mexico	286,000	353,000	603,010	691,819	741,617	714,047	680,942	641,394
Argentina	215,177	77,306	224,950	105,550	223,466	290,648	336,296	422,230
Brazil	793,028	532,791	1,188,818	1,211,572	1,316,697	1,440,696	1,634,396	2,086,681
South Korea	45,972	626,126	1,057,620	1,024,543	884,532	944,451	976,211	1,040,372
Japan	2,854,185	5,102,659	4,259,771	4,460,032	4,768,097	4,748,482	4,612,318	4,325,508
Turkey	31,000	215,000	456,696	227,276	451,209	438,597	373,219	357,465
WORLD	**28,500,000**	**34,825,967**	**38,689,767**	**39,391,218**	**41,573,665**	**43,503,543**	**46,196,878**	**48,904,084**

Source: CCFA.

NEW COMMERCIAL VEHICLE REGISTRATIONS BY COUNTRY

In units	1980	1990	2000	2003	2004	2005	2006	2007
Germany	175,687	203,389	314,804	264,745	283,401	295,627	304,433	334,116
Austria	21,821	29,211	36,457	34,195	39,507	37,678	38,793	41,509
Belgium	34,478	46,670	66,125	62,363	70,093	75,083	72,079	81,664
Denmark	19,469	23,031	38,108	37,403	51,210	64,293	71,965	66,867
Spain (1)	105,934	249,185	335,684	333,107	374,058	430,611	318,526	324,463
Finland	17,699	32,154	18,128	18,829	22,096	19,955	20,941	20,944
France	**323,291**	**446,983**	**477,204**	**431,446**	**459,851**	**480,122**	**498,397**	**519,492**
Greece	53,500	30,075	25,015	20,710	26,284	25,538	26,391	27,130
Ireland	11,905	28,087	46,261	34,477	34,416	41,965	46,957	50,013
Italy	122,293	159,322	268,057	237,844	254,712	246,894	273,021	276,548
Luxembourg	1,300	2,961	4,642	4,772	3,834	4,605	4,675	5,315
Norway	15,135	23,035	35,618	31,327	38,408	42,681	49,243	53,008
Netherlands	47,926	68,791	114,354	90,977	101,455	80,771	84,713	97,275
Portugal	46,967	71,904	161,045	73,362	76,611	71,982	70,472	74,790
United Kingdom	274,143	293,473	301,523	366,106	392,225	388,410	389,496	395,613
Sweden	19,684	33,133	38,474	34,278	37,371	41,807	47,194	51,923
Switzerland	22,418	28,165	29,345	23,809	25,651	26,702	28,932	30,720
European Union (15 countries)	1,276,097	1,718,369	2,245,881	2,044,614	2,227,124	2,305,341	2,268,053	2,367,662
Europe (17 countries)	1,313,650	1,769,569	2,310,844	2,099,750	2,291,183	2,374,724	2,346,228	2,451,390
CENTRAL AND EASTERN EUROPE	850,000	874,072	579,060	628,479	776,898	847,773	888,951	1,015,478
Canada	335,827	416,041	736,951	760,061	755,390	787,820	807,182	848,760
USA	2,476,777	4,845,360	8,965,048	9,356,961	9,792,641	9,777,263	9,228,127	8,841,902
Mexico	166,000	198,000	302,944	311,704	381,628	452,600	507,180	510,290
Argentina	59,881	17,481	81,995	50,090	88,495	112,042	124,182	142,696
Brazil	187,233	180,000	302,288	217,038	262,078	273,948	293,342	376,047
South Korea	58,502	328,151	372,840	324,269	244,832	244,332	244,000	249,000
Japan	2,161,305	2,674,834	1,703,114	1,368,211	1,085,219	1,103,552	1,127,202	1,028,140
Turkey	19,000	43,015	137,573	134,123	241,192	276,615	244,619	237,297
WORLD	**9,150,000**	**13,410,615**	**18,723,143**	**19,928,000**	**21,040,669**	**21,945,086**	**21,309,891**	**21,556,718**

(1) As of 2006, some light commercial vehicles have been reclassified as passenger cars.
On a like-for-like basis, the Spanish new passenger car market contracted by 1.9% to 1,500,000 units in 2006.
Source: CCFA.

EUROPE

PRODUCTION

PASSENGER CAR PRODUCTION BY ENGINE TYPE, CYLINDER CAPACITY AND COUNTRY

	Gasoline and other, except diesel and electric							Diesel						Electric
In units	TOTAL	1,000 and -	1,001 to 1,500	1,501 to 2,000	2,001 to 2,500	2,501	Not determined	TOTAL	1,500 and -	1,501 to 2,000	2,001 to 2,500	2,501	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		
2006	2,843,630	28,943	454,977	1,396,072	250,389	713,249		2,554,878	153,831	1,834,847	243,130	323,070		
2007	2,879,052	17,274	567,983	1,355,696	209,505	728,594		2,830,087	164,943	1,995,769	263,858	405,517		
Belgium														
1990	1,003,028		207,398	727,812	65,542	2,276		157,384	2,764	126,394	28,226			
2006	429,991		51,427	259,365	117,421	1,778		451,938	20,246	377,654	54,038			
2007	359,271		51,144	205,511	102,278	338		430,403	32,279	357,718	40,406			
Spain														
1990	1,529,080	25,908	329,437	12,739			1,160,996	150,221	18,753	42,155			89,313	
2006	1,358,959		326,028	234,390		6,969	791,572	833,772	265,455	385,169	94,136	2,064	86,948	
2007	1,388,751		303,122	270,510		5,873	809,246	920,023	250,646	466,561	100,429	570	101,817	
France														
1990	2,490,808	259,104	1,315,307	853,195	21,266	41,936		804,007	50,851	547,002	206,154			
2006	2,842,004	197,349	1,212,145	1,317,571	23,983	19,281	71,675	2,205,270	942,784	1,201,422	43,037	18,027		
2007	2,987,796	216,372	1,162,106	1,435,660	16,281	11,948	145,429	2,312,801	961,546	1,299,962	42,568	8,725		
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
2006	441,378		356,364	54,023	11,607	19,384		451,124	236,743	194,661	19,720			
2007	432,012		355,267	48,453	8,174	20,118		478,848	224,363	236,736	17,749			
United Kingdom														
1990	1,173,660	56,860	489,355	449,008		68,744	109,693	121,951		93,644	8,610		19,697	
2006	1,048,163		293,008	582,242	43,187	129,692	34	393,104	137,918	94,347	86,750	74,089		
2007	968,893		174,401	647,993	10,507	135,908	84	565,501	117,500	169,515	197,557	80,929		

DIESEL PASSENGER CAR PRODUCTION BY MAKE AND COUNTRY

In units	1980	1990	2000	2003	2004	2005	2006	2007
French manufacturers								
Citroën	33,996	213,010	453,604	550,382	578,528	546,021	567,042	628,713
Peugeot	133,332	334,469	593,349	737,299	775,861	805,490	709,440	680,576
PSA Peugeot Citroën (1)	167,328	547,479	1,046,953	1,287,681	1,354,389	1,351,511	1,276,482	1,309,289
Renault	69,335	256,528	601,495	937,656	1,059,944	966,687	867,011	902,957
Dacia				3,884	3,681	9,824	61,777	95,358
Renault Samsung Motors				0	2,557	86	0	5,197
Renault-Dacia-Samsung				941,540	1,066,182	976,597	928,788	1,003,512
Total (2)	**236,663**	**804,007**	**1,648,448**	**2,229,221**	**2,420,571**	**2,328,108**	**2,205,270**	**2,312,801**
Total gasoline + diesel	**2,938,581**	**3,294,815**	**4,598,617**	**5,045,070**	**5,168,330**	**5,177,852**	**5,047,274**	**5,300,597**
Diesel share	**8.1%**	**24.4%**	**35.8%**	**44.2%**	**46.8%**	**45.0%**	**43.7%**	**43.6%**
Germany								
Mercedes (2)	216,053	141,547	278,772	379,390	371,100	365,403	391,758	414,675
Opel	32,742	76,441	288,651	312,695	351,370	361,112	310,346	310,802
Volkswagen-Audi-Seat	211,199	325,767	847,652	999,622	1,092,674	1,112,321	1,131,175	1,278,671
Ford	5,344	90,117	179,130	290,952	304,714	372,133	333,022	342,580
BMW	33,520	28,135	194,794	233,551	282,032	345,998	388,577	483,359
Total	**465,788**	**662,007**	**1,788,999**	**2,216,210**	**2,401,890**	**2,556,967**	**2,554,878**	**2,830,087**
Total gasoline + diesel	**3,520,934**	**4,660,657**	**5,131,918**	**5,145,403**	**5,192,101**	**5,344,098**	**5,398,508**	**5,709,139**
Diesel share	**13.2%**	**14.2%**	**34.9%**	**43.1%**	**46.3%**	**47.8%**	**47.3%**	**49.6%**
Italy								
Alfa Romeo	3,851	11,176	77,532	116,376	109,782	92,589	111,896	114,212
Fiat	76,513	87,985	223,889	211,307	235,355	267,801	306,414	328,545
Lancia		17,679	40,891	25,812	49,930	37,932	32,699	31,002
Divers	0	297	0	0	0	164	115	5,089
Total (2)	**80,364**	**117,137**	**342,312**	**353,495**	**395,067**	**398,486**	**451,124**	**478,848**
Total gasoline + diesel	**1,445,221**	**1,874,672**	**1,422,243**	**1,026,454**	**833,578**	**725,528**	**892,502**	**910,860**
Diesel share	**5.6%**	**6.2%**	**24.1%**	**34.4%**	**47.4%**	**54.9%**	**50.5%**	**52.6%**

(1) Including Talbot up to 1985.
(2) Including others.
Source: CCFA.

EUROPE

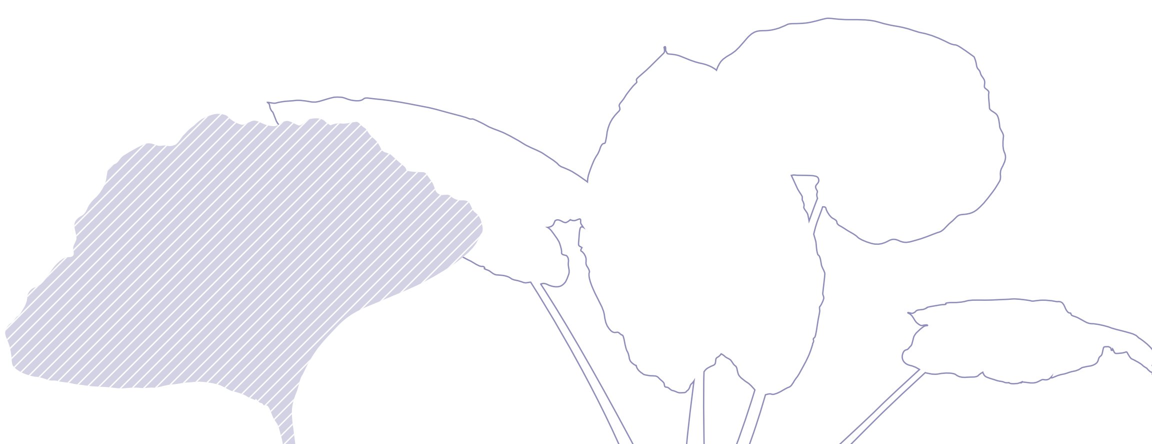
PRODUCTION

LIGHT COMMERCIAL VEHICLE AND TRUCK PRODUCTION BY WEIGHT, MANUFACTURER AND COUNTRY IN 2007, EXCLUDING COACHES AND BUSES

In units

Group, manufacturer and country	GVWR (1) 3.5t to 5t	GVWR + 5t to 16t	GVWR 16t and + road tractors all weights	GVWR 3.5t and +	GVWR + 5t
Renault	113,555			113,555	-
Renault Trucks	4,439	11,459	43,930	59,828	55,389
Scania			12,002	12,002	12,002
Etalmobil	17	4		21	4
Total France	**118,011**	**11,463**	**55,932**	**185,406**	**67,395**
Daimler	143,082	29,480	83,304	255,866	112,784
MAN			62,099	62,099	62,099
Iveco Magirus			20,341	20,341	20,341
Volkswagen	43,392			43,392	-
Multicar	1,631			1,631	-
Total Germany	**188,105**	**29,480**	**165,744**	**383,329**	**195,224**
MAN - OAF - Steyr		18,384	9,679	28,063	28,063
Total Austria		**18,384**	**9,679**	**28,063**	**28,063**
Volvo Trucks		5,012	38,492	43,504	43,504
Others			5	5	5
Total Belgium		**5,012**	**38,497**	**43,509**	**43,509**
Iveco	49,123	40,982	8,349	98,454	49,331
Total Italy	**49,123**	**40,982**	**8,349**	**98,454**	**49,331**
Ford	9,255			9,255	-
Leyland Trucks, Foden (DAF)		9,084	8,394	17,478	17,478
Dennis DSV		6	952	958	958
LDV	7,530			7,530	-
Total United Kingdom	**16,785**	**9,090**	**9,346**	**35,221**	**18,436**
Volvo Trucks			24,008	24,008	24,008
Scania			11,091	11,091	11,091
Total Sweden			**35,099**	**35,099**	**35,099**
DAF			42,515	42,515	42,515
Scania			31,000	31,000	31,000
Others			1,244	1,244	1,244
Total Netherlands			**74,759**	**74,759**	**74,759**
Iveco	34,179	4,606	23,980	62,765	28,586
Others	13			13	-
Total Spain	**34,192**	**4,606**	**23,980**	**62,778**	**28,586**
Commercial vehicles					
Daimler (including FUSO)	149,373	33,667	83,304	266,344	116,971
Iveco	83,302	45,588	52,670	181,560	98,258
MAN	0	18,384	71,778	90,162	90,162
Volvo Trucks	0	5,012	62,500	67,512	67,512
DAF	0	9,084	50,909	59,993	59,993
Renault Trucks	4,439	11,459	43,930	59,828	55,389
Scania	0	0	54,093	54,093	54,093
Light commercial vehicles over 3.5t					
Renault	113,555	-	-	113,555	-
Volkswagen	43,392	-	-	43,392	-
Ford	9,255	-	-	9,255	-
Others	13,748	1,726	2,504	17,978	4,230
General total: EU-15	**417,064**	**124,920**	**421,688**	**963,672**	**546,608**

(1) GVWR: gross vehicle weight rating.
Source: CCFA.



EUROPE

REGISTRATIONS

NEW PASSENGER CAR REGISTRATIONS BY GROUP IN EUROPE

In thousands of units and as a % of total registrations	1985	1990	2000	2003	2004	2005	2006 (1)	2007
PSA Peugeot Citroën	**1,225**	**1,719**	**1,930**	**2,105**	**2,036**	**1,985**	**1,943**	**1,942**
	11.5%	12.7%	13.1%	14.8%	14.0%	13.7%	13.2%	13.1%
Renault Group	**1,135**	**1,315**	**1,559**	**1,505**	**1,489**	**1,420**	**1,265**	**1,195**
	10.7%	9.7%	10.6%	10.6%	10.3%	9.8%	8.6%	8.1%
Fiat Group	**1,487**	**1,854**	**1,477**	**1,056**	**1,058**	**951**	**1,120**	**1,195**
	14.0%	13.7%	10.0%	7.4%	7.3%	6.6%	7.6%	8.1%
Ford Group	**1,542**	**1,818**	**1,589**	**1,562**	**1,624**	**1,575**	**1,574**	**1,607**
	14.5%	13.5%	10.8%	11.0%	11.2%	10.9%	10.7%	10.9%
General Motors	**1,261**	**1,617**	**1,799**	**1,505**	**1,533**	**1,539**	**1,503**	**1,509**
	11.9%	12.0%	12.2%	10.6%	10.6%	10.6%	10.2%	10.2%
Volkswagen Group	**1,553**	**2,120**	**2,755**	**2,584**	**2,622**	**2,743**	**2,920**	**2,881**
	14.6%	15.7%	18.7%	18.2%	18.1%	18.9%	19.8%	19.5%
Daimler	**394**	**438**	**811**	**829**	**823**	**819**	**815**	**810**
	3.7%	3.2%	5.5%	5.8%	5.7%	5.7%	5.5%	5.5%
BMW Group	**290**	**364**	**499**	**627**	**698**	**761**	**784**	**834**
	2.7%	2.7%	3.4%	4.4%	4.8%	5.3%	5.3%	5.6%
MG-Rover	**411**	**362**	**198**	**136**	**113**	**46**	**8**	**0**
	3.9%	2.7%	1.3%	1.0%	0.8%	0.3%	0.1%	0.0%
Nissan	**306**	**395**	**392**	**398**	**366**	**342**	**310**	**290**
	2.9%	2.9%	2.7%	2.8%	2.5%	2.4%	2.1%	2.0%
Toyota-Lexus	**273**	**363**	**540**	**675**	**725**	**760**	**848**	**856**
	2.6%	2.7%	3.7%	4.8%	5.0%	5.2%	5.8%	5.8%
Other Japanese makes	**563**	**831**	**737**	**728**	**816**	**853**	**931**	**961**
	5.3%	6.1%	5.0%	5.1%	5.6%	5.9%	6.3%	6.5%
Hyundai-Kia	**7**	**18**	**303**	**352**	**462**	**530**	**519**	**488**
	0.1%	0.1%	2.1%	2.5%	3.2%	3.7%	3.5%	3.3%
Other makes	**163**	**301**	**148**	**142**	**148**	**162**	**206**	**209**
	1.5%	2.2%	1.0%	1.0%	1.0%	1.1%	1.4%	1.4%
Total Europe (17 countries)	**10,611**	**13,517**	**14,738**	**14,204**	**14,511**	**14,487**	**14,746**	**14,775**
	100%	100%	100%	100%	100%	100%	100%	100%
Year-on-year change		0.9%	-2.1%	-1.2%	2.2%	-0.2%	1.8%	0.2%

NEW LIGHT COMMERCIAL VEHICLE REGISTRATIONS BY GROUP IN EUROPE

In thousands of units and as a % of total registrations	1985	1990	2000	2003	2004	2005	2006 (1)	2007
PSA Peugeot Citroën	**186**	**251**	**349**	**355**	**368**	**370**	**369**	**387**
	16.9%	16.5%	18.1%	20.0%	18.9%	18.4%	18.8%	18.7%
Renault Group	**175**	**278**	**272**	**268**	**290**	**296**	**304**	**303**
	15.8%	18.3%	14.1%	15.1%	14.9%	14.7%	15.5%	14.6%
Fiat Group	**114**	**156**	**262**	**237**	**251**	**256**	**270**	**299**
	10.3%	10.3%	13.6%	13.3%	12.9%	12.8%	13.8%	14.4%
Ford Group	**137**	**211**	**206**	**210**	**234**	**242**	**246**	**267**
	12.4%	13.9%	10.7%	11.8%	12.0%	12.1%	12.5%	12.9%
General Motors	**55**	**81**	**92**	**129**	**140**	**146**	**144**	**147**
	5.0%	5.3%	4.8%	7.3%	7.2%	7.3%	7.3%	7.1%
Volkswagen Group	**113**	**134**	**202**	**130**	**162**	**189**	**204**	**223**
	10.2%	8.9%	10.5%	7.3%	8.3%	9.4%	10.4%	10.8%
Daimler	**64**	**71**	**163**	**143**	**156**	**152**	**149**	**171**
	5.8%	4.7%	8.4%	8.1%	8.0%	7.6%	7.6%	8.2%
Nissan	**61**	**105**	**100**	**81**	**99**	**101**	**98**	**89**
	5.5%	6.9%	5.2%	4.6%	5.1%	5.1%	5.0%	4.3%
Toyota-Lexus	**58**	**75**	**66**	**61**	**63**	**62**	**50**	**65**
	5.2%	4.9%	3.4%	3.4%	3.3%	3.1%	2.6%	3.2%
Other Japanese makes	**75**	**78**	**120**	**87**	**90**	**86**	**75**	**70**
	6.8%	5.2%	6.2%	4.9%	4.6%	4.3%	3.8%	3.4%
Hyundai-Kia	**1**	**0**	**44**	**31**	**38**	**48**	**20**	**13**
	0.1%	0.0%	2.3%	1.7%	2.0%	2.4%	1.0%	0.6%
Other makes	**66**	**76**	**55**	**45**	**53**	**58**	**35**	**36**
	6.0%	5.0%	2.9%	2.5%	2.7%	2.9%	1.8%	1.7%
Total Europe (17 countries)	**1,104**	**1,516**	**1,931**	**1,775**	**1,943**	**2,004**	**1,964**	**2,069**
	100%	100%	100%	100%	100%	100%	100%	100%
Year-on-year change		-2.6%	5.6%	-2.4%	9.5%	3.1%	-2.0%	5.4%

(1) In 2006, 135,500 light commercial vehicles, none of which were French makes, were reclassified as passenger cars in Spain.
Automotive manufacturers include the following makes:
PSA Peugeot Citroën = Peugeot + Citroën + Talbot
Renault Group = Renault + Dacia
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 + Bugatti
Daimler = Mercedes-Benz + Smart + other
BMW Group = BMW + Mini + Rolls-Royce
Others Japanese makes: Mazda, Mitsubishi, Subaru, Suzuki, etc.
These scopes are defined on the basis of their situation in 2007.

EUROPE

REGISTRATIONS

NEW PASSENGER CAR REGISTRATIONS BY COUNTRY AND GROUP IN 2007

In thousands of units and as a % of total registrations	Total	PSA Peugeot Citroën	Citroën	Peugeot	Renault Group	Fiat Group	Volkswagen Group	Ford Group	General Motors	BMW-Mini	Daimler	Japanese makes	S. Korean makes
Germany	**3,148**	**167**	**73**	**93**	**140**	**90**	**1,030**	**259**	**316**	**285**	**360**	**371**	**89**
	100%	5.3%	2.3%	3.0%	4.5%	2.9%	32.7%	8.2%	10.1%	9.1%	11.4%	11.8%	2.8%
Austria	**298**	**25**	**11**	**14**	**17**	**18**	**90**	**24**	**27**	**14**	**13**	**52**	**14**
	100%	8.4%	3.7%	4.8%	5.7%	5.9%	30.2%	8.2%	9.1%	4.6%	4.4%	17.4%	4.6%
Belgium	**525**	**102**	**50**	**52**	**48**	**21**	**104**	**54**	**58**	**32**	**24**	**58**	**21**
	100%	19.4%	9.5%	9.9%	9.1%	4.1%	19.7%	10.2%	11.0%	6.1%	4.5%	11.0%	3.9%
Denmark	**159**	**33**	**13**	**19**	**3**	**6**	**30**	**17**	**16**	**4**	**3**	**35**	**11**
	100%	20.5%	8.3%	12.2%	2.1%	4.0%	19.1%	10.5%	9.8%	2.4%	1.8%	22.2%	7.2%
Spain	**1,615**	**286**	**155**	**131**	**154**	**59**	**345**	**170**	**157**	**70**	**57**	**202**	**93**
	100%	17.7%	9.6%	8.1%	9.5%	3.6%	21.4%	10.5%	9.7%	4.4%	3.5%	12.5%	5.7%
Finland	**123**	**12**	**6**	**6**	**2**	**4**	**24**	**17**	**9**	**3**	**4**	**38**	**8**
	100%	9.4%	4.5%	4.8%	1.7%	3.5%	19.3%	14.0%	7.0%	2.1%	3.0%	30.7%	6.6%
France	**2,065**	**627**	**277**	**349**	**476**	**72**	**248**	**126**	**112**	**66**	**70**	**207**	**46**
	100%	30.4%	13.4%	16.9%	23.1%	3.5%	12.0%	6.1%	5.4%	3.2%	3.4%	10.0%	2.2%
Greece	**280**	**27**	**14**	**13**	**5**	**15**	**48**	**23**	**32**	**10**	**12**	**79**	**26**
	100%	9.5%	5.0%	4.5%	1.7%	5.4%	17.1%	8.2%	11.3%	3.5%	4.4%	28.2%	9.3%
Ireland	**186**	**10**	**2**	**8**	**6**	**3**	**36**	**27**	**19**	**9**	**5**	**59**	**11**
	100%	5.2%	1.1%	4.1%	3.5%	1.6%	19.5%	14.4%	10.2%	4.6%	2.9%	31.6%	6.0%
Italy	**2,493**	**246**	**131**	**115**	**125**	**782**	**261**	**236**	**226**	**102**	**116**	**298**	**68**
	100%	9.9%	5.3%	4.6%	5.0%	31.4%	10.5%	9.5%	9.1%	4.1%	4.7%	12.0%	2.7%
Luxembourg	**51**	**7**	**3**	**4**	**6**	**2**	**13**	**5**	**3**	**5**	**3**	**4**	**3**
	100%	13.3%	6.3%	7.0%	10.8%	3.6%	25.2%	9.1%	6.4%	9.2%	6.6%	8.8%	5.5%
Netherlands	**506**	**63**	**24**	**39**	**36**	**26**	**89**	**64**	**60**	**17**	**14**	**97**	**33**
	100%	12.4%	4.7%	7.8%	7.0%	5.1%	17.5%	12.6%	11.9%	3.4%	2.7%	19.2%	6.6%
Portugal	**202**	**33**	**15**	**17**	**25**	**9**	**37**	**18**	**25**	**10**	**10**	**31**	**5**
	100%	16.1%	7.7%	8.5%	12.2%	4.3%	18.1%	8.7%	12.4%	4.9%	5.0%	15.4%	2.4%
United Kingdom	**2,404**	**244**	**98**	**146**	**127**	**68**	**375**	**444**	**374**	**169**	**91**	**420**	**57**
	100%	10.1%	4.1%	6.1%	5.3%	2.8%	15.6%	18.5%	15.5%	7.0%	3.8%	17.5%	2.4%
Sweden	**307**	**28**	**11**	**17**	**9**	**2**	**57**	**83**	**38**	**14**	**8**	**49**	**15**
	100%	9.1%	3.7%	5.4%	3.1%	0.8%	18.5%	27.1%	12.5%	4.5%	2.5%	15.9%	4.8%
EU-15 countries	**14,361**	**1,907**	**884**	**1,023**	**1,179**	**1,177**	**2,786**	**1,566**	**1,472**	**808**	**789**	**2,001**	**500**
	100%	13.3%	6.2%	7.1%	8.2%	8.2%	19.4%	10.9%	10.2%	5.6%	5.5%	13.9%	3.5%
Norway	**129**	**10**	**3**	**7**	**1**	**0**	**32**	**18**	**10**	**5**	**5**	**43**	**4**
	100%	7.9%	2.1%	5.8%	0.9%	0.3%	24.8%	13.9%	7.8%	4.1%	3.8%	33.0%	2.9%
Switzerland	**285**	**25**	**11**	**15**	**15**	**17**	**62**	**23**	**27**	**20**	**16**	**64**	**9**
	100%	8.8%	3.7%	5.1%	5.3%	5.9%	21.9%	8.0%	9.4%	7.2%	5.6%	22.4%	3.3%
Europe (17 countries)	**14,775**	**1,942**	**897**	**1,045**	**1,195**	**1,195**	**2,881**	**1,607**	**1,509**	**834**	**810**	**2,107**	**514**
	100%	13.1%	6.1%	7.1%	8.1%	8.1%	19.5%	10.9%	10.2%	5.6%	5.5%	14.3%	3.5%
Bulgaria	**41**	**4**	**2**	**2**	**5**	**1**	**7**	**3**	**7**	**1**	**1**	**9**	**3**
	100%	10.0%	4.1%	5.9%	11.5%	1.3%	16.7%	7.6%	15.9%	1.8%	2.7%	22.8%	7.0%
Estonia	**31**	**3**	**2**	**1**	**2**	**0**	**5**	**2**	**2**	**1**	**1**	**13**	**2**
	100%	10.9%	6.9%	4.0%	5.2%	0.9%	15.6%	6.6%	6.5%	2.0%	2.6%	40.6%	7.2%
Hungary	**172**	**12**	**5**	**7**	**9**	**6**	**31**	**21**	**28**	**3**	**3**	**56**	**4**
	100%	6.9%	2.9%	4.0%	5.0%	3.3%	17.9%	12.1%	16.1%	1.5%	1.6%	32.7%	2.6%
Latvia	**33**	**2**	**1**	**1**	**2**	**0**	**6**	**3**	**2**	**1**	**1**	**12**	**3**
	100%	5.8%	4.0%	1.8%	4.6%	0.6%	19.5%	7.7%	7.1%	3.1%	2.6%	36.5%	9.2%
Lithuania	**22**	**2**	**1**	**1**	**1**	**1**	**5**	**1**	**2**	**0**	**0**	**8**	**1**
	100%	7.8%	4.2%	3.5%	4.5%	2.7%	24.5%	6.2%	8.4%	2.2%	2.1%	35.2%	5.1%
Poland	**293**	**32**	**14**	**19**	**18**	**29**	**65**	**26**	**33**	**4**	**4**	**66**	**14**
	100%	11.0%	4.7%	6.4%	6.2%	9.8%	22.1%	8.9%	11.2%	1.2%	1.3%	22.6%	4.7%
Czech Rep.	**174**	**17**	**8**	**8**	**11**	**5**	**78**	**13**	**8**	**3**	**3**	**20**	**15**
	100%	9.5%	4.8%	4.7%	6.1%	2.6%	44.9%	7.6%	4.8%	1.5%	1.5%	11.2%	8.3%
Romania	**316**	**17**	**4**	**14**	**124**	**10**	**54**	**19**	**49**	**3**	**2**	**19**	**17**
	100%	5.5%	1.2%	4.3%	39.4%	3.2%	17.1%	6.0%	15.4%	0.9%	0.8%	5.9%	5.3%
Slovakia	**60**	**8**	**4**	**4**	**4**	**2**	**19**	**4**	**4**	**1**	**1**	**11**	**6**
	100%	12.9%	5.9%	6.9%	6.3%	3.5%	31.9%	6.6%	6.4%	1.0%	2.2%	18.2%	10.3%
Slovenia	**69**	**10**	**5**	**5**	**13**	**4**	**13**	**4**	**8**	**1**	**1**	**9**	**4**
	100%	14.9%	7.9%	7.0%	19.2%	5.6%	19.6%	6.3%	11.3%	1.9%	2.0%	12.4%	6.4%
10 new EU countries	**1,210**	**107**	**46**	**61**	**188**	**57**	**284**	**96**	**142**	**16**	**17**	**221**	**69**
	100%	8.9%	3.8%	5.1%	15.5%	4.7%	23.5%	8.0%	11.7%	1.4%	1.4%	18.3%	5.7%
Europe (27 countries)	**15,985**	**2,049**	**943**	**1,106**	**1,383**	**1,251**	**3,165**	**1,703**	**1,651**	**850**	**827**	**2,328**	**583**
	100%	12.8%	5.9%	6.9%	8.7%	7.8%	19.8%	10.7%	10.3%	5.3%	5.2%	14.6%	3.6%

Automobile manufacturers include the following makes:
PSA Peugeot Citroën = Peugeot + Citroën + Talbot
Renault Group = Renault + Dacia
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
Japanese makes: Mazda, Mitsubishi, Subaru, Suzuki, Nissan, Toyota...
South Korean makes: Hyundai, Kia and Ssangyong

EUROPE

REGISTRATIONS

NEW DIESEL PASSENGER CAR REGISTRATIONS BY COUNTRY

In thousands of units and as a % of total registrations	1980	1990	2000	2003	2004	2005	2006	2007
Germany	**193,841**	**327,046**	**1,023,997**	**1,292,437**	**1,429,737**	**1,401,479**	**1,535,886**	**1,502,282**
	8.0%	9.8%	30.3%	39.9%	43.8%	42.2%	44.3%	47.7%
Austria	**7,425**	**74,197**	**191,402**	**214,618**	**220,249**	**199,908**	**191,766**	**176,752**
	3.3%	25.7%	61.9%	71.5%	70.8%	64.9%	62.1%	59.3%
Belgium	**54,897**	**154,804**	**290,301**	**312,742**	**339,578**	**348,630**	**392,328**	**404,297**
	13.8%	32.7%	56.3%	68.2%	70.1%	72.6%	74.6%	77.0%
Denmark	**2,352**	**3,305**	**14,898**	**21,834**	**29,147**	**35,356**	**41,365**	**61,825**
	3.2%	4.1%	13.2%	22.7%	24.0%	24.1%	26.8%	38.8%
Spain (1)	**-**	**140,740**	**734,256**	**841,667**	**992,067**	**1,036,789**	**1,143,512**	**1,144,265**
		14.2%	53.1%	60.9%	65.4%	67.8%	70.0%	70.9%
Finland	**-**	**7,215**	**-**	**22,339**	**22,065**	**25,110**	**29,487**	**34,780**
		5.2%		15.2%	15.5%	17.0%	20.2%	28.2%
France	186,050	762,054	1,046,485	1,353,914	1,392,925	1,429,037	1,427,697	1,525,439
	9.9%	33.0%	49.0%	67.4%	69.2%	69.1%	71.4%	73.9%
Greece	**-**	**60**	**2,006**	**3,963**	**8,371**	**4,189**	**5,852**	**8,116**
		0.1%	0.7%	1.5%	2.9%	1.6%	2.2%	2.9%
Ireland	**-**	**12,413**	**23,259**	**24,979**	**28,207**	**36,953**	**43,620**	**50,328**
		15.0%	10.1%	17.2%	18.3%	21.5%	24.4%	27.0%
Italy	**138,562**	**179,779**	**812,203**	**1,094,385**	**1,322,561**	**1,308,548**	**1,352,585**	**1,389,391**
	8.1%	7.8%	33.6%	48.7%	58.4%	58.5%	58.2%	55.7%
Luxembourg	**-**	**8,206**	**21,110**	**28,742**	**34,977**	**36,561**	**39,280**	**39,753**
		21.4%	50.4%	65.9%	72.5%	75.4%	77.3%	77.4%
Norway	**-**	**1,581**	**8,761**	**20,906**	**32,542**	**43,146**	**52,770**	**96,051**
		2.6%	9.0%	23.2%	28.1%	39.3%	48.3%	74.3%
Netherlands	**30,450**	**54,738**	**134,426**	**110,401**	**118,890**	**123,990**	**129,292**	**142,770**
	6.8%	10.9%	22.5%	22.6%	24.6%	26.7%	26.7%	28.2%
Portugal	**-**	**10,426**	**62,417**	**85,229**	**111,782**	**131,731**	**126,704**	**139,877**
		4.9%	24.2%	44.9%	56.6%	63.8%	65.1%	69.3%
United Kingdom	**5,850**	**128,160**	**313,149**	**704,670**	**835,198**	**897,887**	**897,374**	**965,517**
	0.4%	6.4%	14.1%	27.3%	32.5%	36.8%	38.3%	40.2%
Sweden	**-**	**1,335**	**18,325**	**20,206**	**21,141**	**26,527**	**55,805**	**106,382**
		0.6%	6.3%	7.7%	8.0%	9.7%	19.7%	34.7%
Switzerland	**-**	**9,998**	**29,466**	**58,565**	**69,976**	**75,247**	**80,732**	**92,568**
		3.0%	9.3%	21.7%	26.0%	28.4%	30.0%	32.5%
Europe (17 countries) (1)	**619,427**	**1,866,021**	**4,726,461**	**6,211,597**	**7,009,413**	**7,161,088**	**7,546,055**	**7,880,393**
% diesel in Europe	7.1%	13.9%	32.1%	43.7%	48.3%	49.4%	51.2%	53.3%
Year-on-year change		+0.7%	+10.7%	+7.0%	+12.8%	+2.2%	+5.4%	+4.4%

(1) See notes on page 57.

NEW PASSENGER CAR AND LIGHT COMMERCIAL VEHICLE REGISTRATIONS BY COUNTRY

In units	1980	1990	2000	2003	2004	2005	2006	2007
Germany	2,527,580	3,475,172	3,590,633	3,423,293	3,461,914	3,521,631	3,670,406	3,376,019
Austria	243,021	310,157	336,670	325,687	340,349	336,793	339,078	330,703
Belgium	429,849	525,996	569,294	511,156	544,232	542,760	587,125	593,555
Denmark	89,485	100,303	145,780	128,931	167,795	204,957	220,003	219,047
Spain	592,093	1,218,091	1,680,761	1,679,173	1,851,502	1,916,080	1,909,241	1,891,243
Finland	115,741	166,602	149,702	162,735	160,812	164,160	163,074	140,778
France	2,151,089	2,702,925	2,548,850	2,390,865	2,422,159	2,487,854	2,440,580	2,526,005
Greece	80,824	144,960	313,230	275,547	312,714	293,102	291,765	304,262
Ireland	102,203	106,720	272,463	176,117	184,448	208,814	219,748	230,911
Italy	1,826,702	2,464,050	2,641,117	2,446,637	2,478,480	2,444,339	2,559,006	2,730,142
Luxembourg	22,514	40,285	44,979	47,093	50,933	51,581	53,958	54,874
Norway	106,945	82,483	129,003	117,199	149,534	146,928	153,028	175,835
Netherlands	483,574	555,812	694,210	566,356	570,946	531,392	548,830	586,575
Portugal	96,954	275,160	410,670	259,014	268,964	273,262	259,279	270,414
United Kingdom	1,725,803	2,256,662	2,466,833	2,888,958	2,903,236	2,770,153	2,678,943	2,752,187
Sweden	204,626	256,303	322,383	289,692	295,677	309,399	322,745	351,438
Switzerland	297,855	352,652	340,640	290,481	290,963	287,369	293,142	310,721
European Union (2)	9,358,799	14,523,790	16,187,575	15,571,254	16,014,161	16,056,277	16,263,781	16,358,153
Europe (17 countries)	**11,096,858**	**15,034,333**	**16,657,218**	**15,978,934**	**16,454,658**	**16,490,574**	**16,709,951**	**16,844,709**

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

EUROPE

REGISTRATIONS

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

In units	1980	1990	2000	2003	2004	2005	2006	2007
Germany	101,393	125,384	212,290	186,355	195,089	202,372	202,445	227,856
Austria	15,473	21,539	27,243	25,566	29,057	28,878	30,484	32,521
Belgium	30,609	52,490	54,090	52,360	59,475	62,672	60,984	68,760
Denmark	15,711	19,649	33,092	32,848	46,304	58,076	65,620	59,706
Spain (1)	88,042	229,821	299,246	296,075	334,216	387,203	274,633	276,408
Finland	12,574	27,507	15,056	15,513	18,373	16,211	17,385	17,615
France	**277,887**	**393,795**	**414,966**	**381,619**	**408,450**	**420,065**	**440,031**	**461,462**
Greece	45,124	29,480	23,008	18,254	23,023	23,374	24,096	24,517
Ireland	8,640	24,136	41,474	30,894	30,312	37,073	40,982	44,576
Italy	109,270	156,995	225,517	199,272	214,787	207,067	233,288	237,368
Luxembourg	1,014	1,863	3,083	3,473	2,699	3,064	3,121	3,542
Norway	11,395	20,582	31,627	27,278	33,889	37,021	43,864	46,640
Netherlands	33,498	53,080	96,570	77,511	87,196	66,232	64,860	81,035
Portugal	38,597	64,236	152,836	69,222	71,380	66,774	64,577	68,598
United Kingdom	212,042	247,728	245,163	309,908	335,967	330,436	334,079	348,180
Sweden	12,038	26,362	31,854	28,486	31,431	35,098	39,979	44,639
Switzerland	18,091	22,753	24,121	20,172	21,578	22,428	23,690	26,033
European Union (2)	790,064	1,398,657	1,875,488	1,727,356	1,887,759	1,944,595	1,896,564	1,996,783
Europe (17 countries) (1)	**1,031,398**	**1,517,400**	**1,931,236**	**1,774,806**	**1,943,226**	**2,004,044**	**1,964,118**	**2,069,456**

(1) See notes on page 57.

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

In units	1980	1990	2000	2003	2004	2005	2006	2007
Germany	59,061	73,770	96,830	73,342	83,597	88,364	96,747	101,320
Austria	5,642	7,222	8,508	7,923	9,591	8,235	7,548	8,289
Belgium	8,604	10,690	11,061	9,275	9,831	11,657	10,282	11,953
Denmark	3,179	3,539	4,597	4,166	4,557	5,902	5,924	6,798
Spain	23,208	30,432	33,700	34,087	36,556	39,753	40,424	44,384
Finland	4,497	4,218	3,072	3,034	3,435	3,492	3,290	3,081
France	**41,846**	**50,028**	**57,918**	**45,465**	**47,188**	**55,281**	**53,123**	**52,539**
Greece	1,178	497	1,633	1,666	1,873	1,589	1,899	2,071
Ireland	3,511	2,748	4,666	3,455	3,764	4,621	5,563	5,092
Italy		31,973	38,388	35,066	35,664	35,313	35,409	35,237
Luxembourg	690	1,136	1,451	1,180	1,016	1,394	1,392	1,609
Norway	3,056	2,106	3,564	3,548	3,935	4,952	4,835	5,650
Netherlands	13,346	14,804	16,835	12,595	13,334	13,405	19,075	15,099
Portugal	8,370	7,186	7,403	3,409	4,681	4,588	5,403	5,623
United Kingdom	57,489	45,794	51,864	51,484	51,774	53,344	50,776	43,111
Sweden	6,703	5,998	5,549	4,943	5,060	5,688	6,052	6,484
Switzerland	3,955	4,832	4,733	3,139	3,519	3,817	4,733	4,230
European Union (2)	187,726	272,597	343,475	291,090	311,921	332,626	342,907	342,690
Europe (17 countries)	**244,335**	**296,973**	**351,772**	**297,777**	**319,375**	**341,395**	**352,475**	**352,570**

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

In units	1980	1990	2000	2003	2004	2005	2006	2007
Germany	6,058	4,235	5,684	5,048	4,715	4,891	5,241	4,940
Austria	676	450	706	706	859	565	761	699
Belgium	585	580	974	728	787	754	813	951
Denmark	579	311	419	389	349	315	421	363
Spain	1,511	2,376	2,738	2,945	3,286	3,655	3,469	3,671
Finland	625	429		282	288	252	266	248
France	**3,558**	**3,160**	**4,320**	**4,362**	**4,213**	**4,776**	**5,243**	**5,491**
Greece		625	374	790	1,388	575	396	542
Ireland		24	121	128	340	271	412	345
Italy		3,825	4,152	3,506	4,261	4,514	4,324	3,943
Luxembourg	53	57	108	119	119	147	162	164
Norway	684	380	427	501	584	708	544	718
Netherlands	1,082	1,069	949	871	925	1,134	778	1,141
Portugal		482	806	731	550	620	492	569
United Kingdom	5,792	3,324	4,496	4,714	4,484	4,630	4,641	4,322
Sweden	943	863	1,071	849	880	1,021	1,163	800
Switzerland	371	580	491	498	554	457	509	457
European Union (2)	17,707	20,068	26,918	26,168	27,444	28,120	28,582	28,189
Europe (17 countries)	**22,517**	**22,770**	**27,836**	**27,167**	**28,582**	**29,285**	**29,635**	**29,364**

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

EUROPE

REGISTRATIONS

NEW PASSENGER CAR REGISTRATIONS IN EUROPE

In units	2000	2001	2002	2003	2004	2005	2006	2007
Bulgaria							32,481	41,042
Estonia	10,600	12,700	14,474	15,602	16,436	19,640	25,363	30,912
Hungary	133,233	148,502	172,604	208,426	207,055	198,982	187,676	171,661
Latvia	7,300	7,684	7,829	8,713	11,217	16,602	25,582	32,771
Lithuania	6,158	7,165	8,142	7,543	9,493	10,467	14,234	21,606
Poland	478,752	327,251	308,158	358,432	318,111	235,522	238,993	293,305
Czech Republic	148,592	151,941	147,630	152,981	143,622	151,699	156,686	174,456
Romania							256,364	315,621
Slovakia	55,090	69,663	65,318	59,742	57,430	57,125	59,084	59,700
Slovenia	67,665	60,581	58,849	59,548	62,002	59,324	59,578	68,719
Total new EU countries [1]	**907,400**	**785,500**	**783,004**	**870,987**	**825,366**	**749,361**	**1,056,041**	**1,209,793**
Romania	64,432	72,449	89,023	106,765	145,130	215,554		

NEW LIGHT COMMERCIAL VEHICLE (LESS THAN 5T) REGISTRATIONS IN EUROPE

In units	2000	2001	2002	2003	2004	2005	2006	2007
Bulgaria							9,959	10,697
Estonia	1,500	1,900	2,122	2,607	2,429	2,944	3,768	4,693
Hungary	26,686	25,290	28,833	24,978	23,595	20,479	21,604	21,920
Latvia	900	850	1,123	1,064	1,437	1,753	2,645	3,615
Lithuania	1,270	1,640	1,474	1,680	2,347	3,371	4,341	4,445
Poland	33,653	22,971	20,736	25,769	37,025	35,985	41,027	56,312
Czech Republic	14,786	14,701	13,970	14,566	17,288	16,024	16,229	19,722
Romania							32,702	36,431
Slovakia	5,812	6,799	5,634	9,318	10,204	14,428	19,518	23,618
Slovenia	6,274	5,709	6,174	6,676	7,034	6,897	6,080	6,860
Total new EU countries [1]	**90,900**	**79,800**	**80,066**	**86,658**	**101,359**	**101,881**	**157,873**	**188,313**
Romania	14,789	16,398	20,230	25,435	31,012	35,842		

NEW PASSENGER CAR AND LIGHT COMMERCIAL VEHICLE REGISTRATIONS IN EUROPE

In units	2000	2001	2002	2003	2004	2005	2006	2007
Bulgaria							42,440	51,739
Estonia	12,100	14,600	16,596	18,209	18,865	22,584	29,131	35,605
Hungary	159,919	173,792	201,437	233,404	230,650	219,461	209,280	193,581
Latvia	8,200	8,534	8,952	9,777	12,654	18,355	28,227	36,386
Lithuania	7,428	8,805	9,616	9,223	11,840	13,838	18,575	26,051
Poland	512,405	350,222	328,894	384,201	355,136	271,507	280,020	349,617
Czech Republic	163,378	166,642	161,600	167,547	160,910	167,723	172,915	194,178
Romania							289,066	352,052
Slovakia	60,902	76,462	70,952	69,060	67,634	71,553	78,602	83,318
Slovenia	73,939	66,290	65,023	66,224	69,036	66,221	65,658	75,579
Total new EU countries [1]	**998,300**	**865,300**	**863,070**	**957,645**	**926,725**	**851,242**	**1,213,914**	**1,398,106**
Romania	79,221	88,847	109,253	132,200	176,142	251,396		

NEW HEAVY TRUCK, COACH AND BUS (OVER 5T) REGISTRATIONS IN EUROPE

In units	2000	2001	2002	2003	2004	2005	2006	2007
Bulgaria							2,000	3,600
Estonia	400	400	516	465	631	927	1,623	1,875
Hungary	2,900	3,500	4,200	4,100	4,600	4,400	4,900	5,400
Latvia	1,000	1,072	1,054	948	1,095	1,284	2,216	3,304
Lithuania	1,000	1,500	1,071	1,437	1,714	2,297	3,169	5,039
Poland	7,464	6,424	6,805	8,523	11,865	11,079	14,988	22,661
Czech Republic	6,400	6,900	7,200	6,700	7,324	8,200	10,716	12,860
Romania							8,096	14,766
Slovakia	1,796	2,427	2,549	2,802	3,105	3,754	4,917	5,776
Slovenia	1,876	2,115	1,864	1,276	1,567	1,635	2,178	2,819
Total new EU countries [1]	**22,800**	**24,400**	**25,300**	**26,300**	**31,900**	**33,500**	**54,900**	**78,100**
Romania	3,113	3,001	2,849	3,055	4,809	5,019		

(1) New member states: 8 countries in 2000; 10 countries in 2006.

FRANCE

WORLD PRODUCTION OF FRENCH AUTOMOBILE MANUFACTURERS

In 1998, French manufacturers began reporting their production as the number of vehicles assembled at the rollout 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	2000	2003	2004	2005	2006	2007
Citroën	536,415	783,224	1,168,470	1,386,563	1,349,064	1,379,082	1,406,485	1,464,559
Peugeot	734,461	1,369,359	1,708,968	1,923,805	2,056,181	1,996,284	1,950,374	1,992,499
PSA Peugeot Citroën (1)	**1,647,221**	**2,152,583**	**2,877,438**	**3,310,368**	**3,405,245**	**3,375,366**	**3,356,859**	**3,457,058**
Renault	1,659,099	1,571,264	2,356,616	2,194,796	2,296,050	2,219,945	2,035,474	2,149,233
Renault Trafic II				76,793	95,699	106,414	107,236	115,866
Dacia	-	-	55,183	72,655	94,698	172,021	188,461	222,913
Renault Samsung Motors	-	-	14,517	117,629	80,906	118,438	161,299	181,028
Renault-Dacia-Samsung (2)	**1,659,099**	**1,571,264**	**2,426,316**	**2,461,873**	**2,567,353**	**2,616,818**	**2,492,470**	**2,669,040**
C.B.M.	105							
Renault Trucks (3)	54,086	60,263	96,040	52,355	60,676	63,961	67,593	62,227
of which Mack Trucks	-	*15,423*	*34,562*	-	-	-	-	-
Etalmobil (Sovam)	113	75	44	39	40	27	28	21
Unic	17,809							
Heuliez (4)	-	231	391	-	-	-	-	-
Irisbus-Renault (4)	-	-	2,547	-	-	-	-	-
TOTAL	**3,378,433**	**3,784,416**	**5,402,776**	**5,824,635**	**6,033,314**	**6,056,172**	**5,916,950**	**6,188,346**
KD and CKD units	616,466	287,512						

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

In units	1980	1990	2000	2003	2004	2005	2006	2007
Citroën	49,034	93,259	192,238	197,858	203,472	205,376	200,111	213,549
Peugeot	127,428	81,439	186,917	177,869	197,063	187,300	195,311	218,956
PSA Peugeot Citroën (1)	**200,979**	**174,698**	**379,155**	**375,727**	**400,535**	**392,676**	**395,422**	**432,505**
Renault	166,760	254,334	312,801	256,689	285,482	295,371	298,239	303,041
Renault Trafic II				76,793	95,699	106,414	96,887	82,489
Dacia	-	-	12,580	18,931	22,552	19,871	11,507	7,466
Renault-Dacia-Samsung (2)	**166,760**	**254,334**	**325,381**	**352,413**	**403,733**	**421,656**	**406,633**	**392,996**
C.B.M.	105							
Renault Trucks (3)	54,086	60,263	96,040	52,355	60,676	63,961	67,593	62,227
of which Mack Trucks	-	*15,423*	*34,562*	-	-	-	-	-
Etalmobil (Sovam)	113	75	44	39	40	27	28	21
Unic	17,809							
Heuliez (4)	-	231	391	-	-	-	-	-
Irisbus-Renault (4)	-	-	2,547	-	-	-	-	-
TOTAL	**439,852**	**489,601**	**803,558**	**780,534**	**864,984**	**878,320**	**869,676**	**887,749**
KD and CKD units	68,587	79,271						

(1) Including Talbot up to 1985.
(2 Renault acquired Dacia in 1999 and Samsung Motors' assets in September 2000. The Renault Trafic II is manufactured by IBC, a General Motors subsidiary, in the United Kingdom and by Nissan in Spain. As of 2006, some Renault Trafic II vehicles are classified as passenger cars.
(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	2000	2003	2004	2005	2006	2007
Foreign manufacturers								
Bugatti						5	44	72
Fiat	-	-	10,377	14,730	13,433	8,304	5,321	4,504
Heuliez-Opel					14,904	37,390	14,470	11,770
Lancia	-	-	2,265	10,192	7,594	5,713	4,825	4,238
Smart	-	-	101,365	128,339	95,666	77,015	68,672	102,588
Toyota	-	-	0	183,732	203,713	180,643	249,934	262,313
Passenger cars	**-**	**-**	**114,007**	**336,993**	**335,310**	**309,070**	**343,266**	**385,485**
Light commercial vehicles (Fiat)	**-**	**-**	**39,428**	**23,039**	**24,302**	**20,680**	**20,874**	**41,008**
Heavy trucks (Scania)	**-**		**10,710**	**9,663**	**9,987**	**9,391**	**10,133**	**12,002**
Irisbus-Heuliez	-	-	-	429	409	291	420	458
Irisbus	-	-	-	1,494	1,970	2,869	3,130	3,321
Evobus	-	-	535	470	613	527	522	557
Cars and buses	**-**	**-**	**535**	**2,393**	**2,992**	**3,687**	**4,072**	**4,336**
Total foreign makes	**-**	**-**	**164,680**	**372,088**	**372,591**	**342,828**	**378,345**	**442,831**
French manufacturers								
Total French makes	**-**	**-**	**3,183,681**	**3,247,978**	**3,293,399**	**3,206,180**	**2,790,918**	**2,573,023**
Foreign and French manufacturers								
Total	**-**	**-**	**3,348,361**	**3,620,066**	**3,665,990**	**3,549,008**	**3,169,263**	**3,015,854**

Source: CCFA.

FRANCE

WORLD PRODUCTION OF FRENCH AUTOMOBILE MANUFACTURERS

PRODUCTION OF PASSENGER CARS BY MAKE

In units	1980	1990	2000	2003	2004	2005	2006	2007
Citroën	536,366	689,965	976,232	1,188,705	1,145,592	1,173,706	1,206,374	1,251,010
Peugeot	607,033	1,287,920	1,522,051	1,745,936	1,859,118	1,808,984	1,755,063	1,773,543
PSA Peugeot Citroën (1)	**1,446,242**	**1,977,885**	**2,498,283**	**2,934,641**	**3,004,710**	**2,982,690**	**2,961,437**	**3,024,553**
Renault	1,492,339	1,316,930	2,043,815	1,938,107	2,010,568	1,924,574	1,747,584	1,879,570
Dacia	-	-	42,603	53,724	72,146	152,150	176,954	215,447
Renault Samsung Motors	-	-	14,517	117,629	80,906	118,438	161,299	181,027
Renault-Dacia-Samsung (1)	**1,492,339**	**1,316,930**	**2,100,935**	**2,109,460**	**2,163,620**	**2,195,162**	**2,085,837**	**2,276,044**
TOTAL	**2,938,581**	**3,294,815**	**4,599,218**	**5,044,101**	**5,168,330**	**5,177,852**	**5,047,274**	**5,300,597**
KD and CKD units	467,879	208,241	-	-	-	-	-	-
of which Production in France	-	-	*2,765,803*	*2,883,336*	*2,892,106*	*2,803,891*	*2,379,974*	*2,165,384*
Citroën	-	-	504,323	597,930	594,896	605,988	583,919	540,171
Peugeot	-	-	1,094,756	1,208,461	1,213,362	1,155,292	906,878	835,167
PSA Peugeot Citroën (1)	**-**	**-**	**1,599,079**	**1,806,391**	**1,808,258**	**1,761,280**	**1,490,797**	**1,375,338**
Renault	-	-	1,166,724	1,076,945	1,083,848	1,042,611	889,177	790,046
Renault-Dacia-Samsung (1)	**-**	**-**	**1,166,724**	**1,076,945**	**1,083,848**	**1,042,611**	**889,177**	**790,046**

(1) See notes on page 62.

PASSENGER CAR PRODUCTION BY MODEL, 2007

In units Make	Model	World production	Production in France	Production outside France
PSA Peugeot Citroën		**3,024,553**	**1,375,338**	**1,649,215**
Citroën		**1,251,010**	**540,171**	**710,839**
	C1	98,569		98,569
	C2	85,074	66,345	18,729
	C3	259,998	214,110	45,888
	C4	445,348	178,345	267,003
	ZX	62,894		62,894
	XSARA	117,262	12,143	105,119
	XANTIA	10,848		10,848
	C5	49,909	49,909	
	C-CROSSER	8,399		8,399
	C6	7,343	7,343	
	C8	11,976	11,976	
	NEMO	4		4
	BERLINGO	93,386		93,386
Peugeot		**1,773,543**	**835,167**	**938,376**
	107	104,566		104,566
	1007	11,391	11,391	
	206	298,921	103,213	195,708
	207	506,630	213,041	293,589
	307	347,097	247,332	99,765
	308	106,054	106,054	
	405	156,768		156,768
	406	3,072		3,072
	407	127,930	127,930	
	4007	8,402		8,402
	607	5,983	5,983	
	807	20,223	20,223	
	BIPPER	29		29
	PARTNER	76,477		76,477
Renault-Dacia-Samsung		**2,276,044**	**790,046**	**1,485,998**
Renault		**1,879,570**	**790,046**	**1,089,524**
	TWINGO	117,769	28,466	89,303
	CLIO	587,867	207,917	379,950
	MODUS	65,158		65,158
	LOGAN	196,113		196,113
	MEGANE	621,625	314,896	306,729
	LAGUNA	99,514	99,514	
	VEL SATIS	2,812	2,812	
	ESPACE	40,675	40,675	
	KANGOO	108,485	89,596	18,889
	TRAFIC	33,377		33,377
	MASTER	6,170	6,170	
	Other	5		5
Dacia		**215,447**	**0**	**215,447**
	LOGAN	215,447		215,447
Renault Samsung Motors		**181,027**	**0**	**181,027**
	SM3	83,372		83,372
	SM5	77,134		77,134
	QM5 (KOLEOS)	5,240		5,240
	SM7	15,281		15,281
TOTAL		**5,300,597**	**2,165,384**	**3,135,213**

Source: CCFA.

FRANCE

WORLD PRODUCTION OF FRENCH AUTOMOBILE MANUFACTURERS

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

In units	1980	1990	2000	2003	2004	2005	2006	2007
Citroën	49,034	93,259	192,238	197,858	203,472	205,376	200,111	213,549
Peugeot	127,428	81,439	186,917	177,869	197,063	187,300	195,311	218,956
PSA Peugeot Citroën [1]	**200,979**	**174,698**	**379,155**	**375,727**	**400,535**	**392,676**	**395,422**	**432,505**
Renault	166,760	254,334	312,801	256,689	285,482	295,371	298,239	303,041
Renault Trafic II [2]				76,793	95,699	106,414	96,887	82,489
Dacia	-	-	12,580	18,931	22,552	19,871	11,507	7,466
Renault-Dacia-Samsung [1]	**166,760**	**254,334**	**325,381**	**352,413**	**403,733**	**421,656**	**406,633**	**392,996**
Renault Trucks [1]	**11,632**	**7,464**	**8,321**	**6,762**	**8,430**	**9,460**	**11,378**	**4,439**
Other	86	71	42	37	37	24	26	17
TOTAL	**379,457**	**436,567**	**712,899**	**734,939**	**812,735**	**823,816**	**813,459**	**829,957**
KD and CKD units	68,587	79,271	-	-	-	-	-	-
of which production in France	-	-	*370,538*	*328,256*	*361,137*	*361,521*	*365,638*	*352,246*
Citroën	-	-	53,561	51,168	56,709	58,223	64,794	63,887
Peugeot	-	-	67,629	64,111	69,312	68,166	62,903	66,012
PSA Peugeot Citroën [1]	**-**	**-**	**121,190**	**115,279**	**126,021**	**126,389**	**127,697**	**129,899**
Renault	-	-	240,985	206,178	226,649	225,648	226,537	217,891
Renault-Dacia-Samsung [1]	**-**	**-**	**240,985**	**206,178**	**226,649**	**225,648**	**226,537**	**217,891**
Renault Trucks [1]	**-**	**-**	**8,321**	**6,762**	**8,430**	**9,460**	**11,378**	**4,439**
Other	-	-	42	37	37	24	26	17

(1) See notes on page 62.
(2) As of 2006, some Renault Trafic II vehicles are classified as passenger cars.

LIGHT COMMERCIAL VEHICLE PRODUCTION BY MODEL, 2007

In units	Make	Model	World production	Production in France	Production outside France
PSA Peugeot Citroën			**432,505**	**129,899**	**302,606**
	Citroën		**213,549**	**63,887**	**149,662**
		C2	7,726	7,726	
		C3	12,649	12,649	
		C4	6,314	6,314	
		NEMO	2,880		2,880
		BERLINGO	88,994		88,994
		JUMPY	37,198	37,198	
		JUMPER	57,788		57,788
	Peugeot		**218,956**	**66,012**	**152,944**
		206	8,355	8,355	
		207	21,103	9,991	11,112
		307	4,615	4,615	
		308	2	2	
		BIPPER	3,232		3,232
		PARTNER	84,700		84,700
		EXPERT	43,049	43,049	
		BOXER	53,900		53,900
Renault-Dacia-Samsung			**392,996**	**217,891**	**175,105**
	Renault		**385,530**	**217,891**	**167,639**
		TWINGO	407	386	21
		CLIO	44,024	3,277	40,747
		MODUS	2,357		2,357
		MEGANE	8,078		8,078
		KANGOO	120,457	100,656	19,801
		TRAFIC	82,489		82,489
		MASTER	112,950	105,970	6,980
		MASCOTT	7,585	7,585	
		Other	7,183	17	7,166
	Dacia		**7,466**	**0**	**7,466**
		LOGAN	7,447		7,447
		Other	19		19
Renault Trucks			**4,439**	**4,439**	**0**
		MASCOTT	4,439	4,439	
Other			**17**	**17**	
	Etalmobil		**17**	**17**	
TOTAL			**829,957**	**352,246**	**477,711**

Source: CCFA.

FRANCE

WORLD PRODUCTION OF FRENCH AUTOMOBILE MANUFACTURERS

HEAVY TRUCK (5T AND OVER) PRODUCTION BY MAKE

In units	1980	1990	2000	2003	2004	2005	2006	2007
Renault Trucks (1)	39,475	50,493	87,719	45,593	52,246	54,501	56,215	57,788
of which Mack Trucks	-	*15,423*	*34,562*	-	-	-	-	-
Other (2)	17,836	4	2	2	3	3	2	4
TOTAL	**57,311**	**50,497**	**87,721**	**45,595**	**52,249**	**54,504**	**56,217**	**57,792**
of which production in France	-	-	44,402	36,386	40,156	40,768	45,306	55,393
Renault Trucks (1)	-	-	44,400	36,384	40,153	40,765	45,304	55,389
Other (2)	-	-	2	2	3	3	2	4

(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) Including Unic up to 1984.

COACH AND BUS (OVER 5T) PRODUCTION BY MAKE

In units	1980	1990	2000	2003	2004	2005	2006	2007
Renault Trucks (1)	2,979	2,306	-	-	-	-	-	-
C.B.M.	105							
Heuliez (2)	-	231	391	-	-	-	-	-
Irisbus-Renault (2)	-	-	2,547	-	-	-	-	-
TOTAL	**3,084**	**2,537**	**2,938**	**-**	**-**	**-**	**-**	**-**
of which production in France	-	-	2,938	-	-	-	-	-
Renault Trucks (1)	-	-	-	-	-	-	-	-
Heuliez (2)	-	-	391	-	-	-	-	-
Irisbus-Renault (2)	-	-	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, 2007

In units	Model	World production	Production in France	Production outside France
Trucks				
Commercial vehicles: 5 to 6 tons		2,064	2,064	0
	Mascott	2,064	2,064	
Mid range: 7 to 16 tons		11,637	10,884	753
	Midliner	240		240
	Midlum	11,397	10,884	513
High range: more than 16 tons		16,138	14,516	1,622
	Premium	6,336	6,016	320
	Magnum	386	386	
	Kerax	6,875	6,173	702
	Lander	2,541	1,941	600
Total Renault Trucks		**29,839**	**27,464**	**2,375**
Road tractors				
	Premium	16,451	16,451	
	Magnum	7,694	7,694	
	Kerax	1,626	1,602	24
	Lander	2,178	2,178	
Total Renault Trucks road tractors		**27,949**	**27,925**	**24**

Source: CCFA.

FRANCE

WORLD PRODUCTION OF FRENCH AUTOMOBILE MANUFACTURERS

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

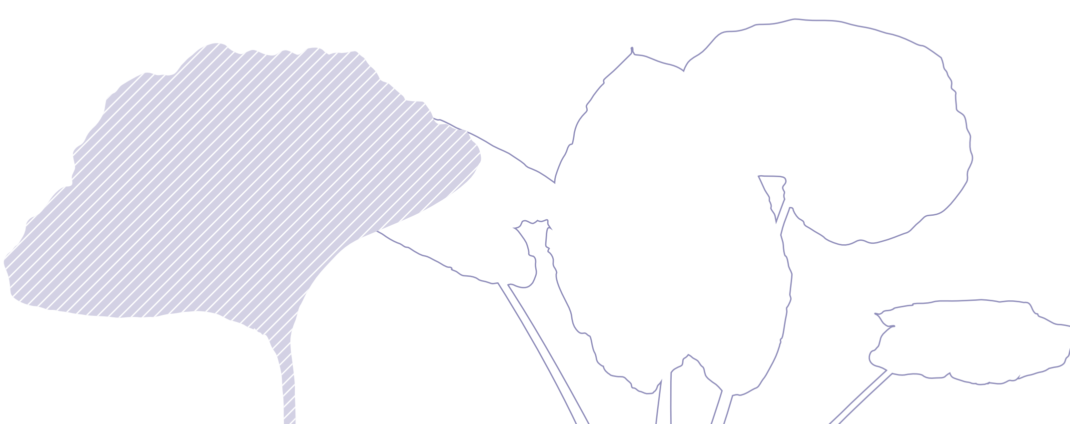
In units	1980	1990	2000 (1)	2003	2004	2005	2006	2007
Passenger car derivatives								
Citroën	26,904	22,942	29,449	21,381	27,278	26,227	27,866	26,689
Peugeot	69,411	55,208	41,451	37,950	44,003	38,133	35,462	34,075
PSA Peugeot Citroën (2)	103,229	78,150	70,900	59,331	71,281	64,360	63,328	60,764
Renault (3)	30,420	56,245	60,320	55,000	53,666	55,009	52,737	69,515
Total	**133,649**	**134,395**	**131,220**	**114,331**	**124,947**	**119,369**	**116,065**	**130,279**
Small vans								
Citroën	45,573	67,257	100,832	104,588	99,945	97,954	90,230	91,874
Peugeot	27,002	18,537	70,443	68,135	71,186	70,480	79,106	87,932
PSA Peugeot Citroën (2)	90,178	85,794	171,275	172,723	171,131	168,434	169,336	179,806
Renault	126,779	129,335	147,670	115,764	120,093	118,404	118,219	120,457
Total	**216,957**	**215,129**	**318,945**	**288,487**	**291,224**	**286,838**	**287,555**	**300,263**
Large vans								
Citroën	23,813	32,209	61,957	71,889	76,249	81,195	82,015	94,986
Peugeot	33,031	47,623	75,023	71,784	81,874	78,687	80,743	96,949
PSA Peugeot Citroën (2)	56,844	79,832	136,980	143,673	158,123	159,882	162,758	191,935
Renault	40,508	84,681	104,811	162,718	207,422	228,372	224,469	203,024
Renault Trucks	-	-	8,321	6,762	8,430	9,460	11,378	4,439
Sovam-Etalmobil	86	71	42	37	37	24	26	17
Total	**97,438**	**164,584**	**250,154**	**313,190**	**374,012**	**397,738**	**398,631**	**399,415**
4x4								
Peugeot		1,730						
Pick-ups, small vans								
Dacia	-	-	12,580	18,931	22,552	19,871	11,208	

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

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

In units		1980	1990	2000 (1)	2003	2004	2005	2006	2007
Up to 3.5t		318,633	402,994	577,926	613,905	669,430	670,654	624,579	645,852
	E	281,031	128,422	55,883	33,740	41,500	39,019	42,191	45,533
	D	37,602	274,572	521,229	579,867	627,799	631,499	582,388	600,319
	EL			814	298	131	136	0	0
3.5t to 5.1t		60,824	33,573	134,973	121,034	143,305	153,162	188,880	184,105
	E	14,675	1,961	1,724	615	816	719	134	0
	D	46,149	31,612	133,249	120,419	142,489	152,443	188,746	184,105
5.1t to 12t	D	25,538	6,377	13,593	10,070	12,936	11,820	10,192	7,659
12t to 16t	D	12,541	8,251	5,009	5,095	5,777	5,685	4,912	4,212
16t to 20t	D	6,909	5,518	7,304	7,022	6,259	7,115	6,999	7,294
Over 20t	D	3,054	3,650	6,255	5,819	7,805	9,647	10,591	10,678
Road tractors	D	9,269	11,278	20,998	17,589	19,472	20,237	23,523	27,949
Coaches - Buses		3,084	2,548	2,938	-	-	-	-	-
	D	3,035	2,548	2,606	-	-	-	-	-
	G			332	-	-	-	-	-
	EL	49			-	-	-	-	-
Total gasoline		**295,706**	**130,383**	**57,607**	**34,355**	**42,316**	**39,738**	**42,325**	**45,533**
Total diesel		**144,097**	**343,806**	**710,243**	**745,881**	**822,537**	**838,446**	**827,351**	**842,216**
Total electric		**49**	**0**	**814**	**298**	**131**	**136**	**0**	**0**
Total CNG or LPG				**332**	**-**	**-**	**-**	**-**	**-**
TOTAL ALL CATEGORIES		**439,852**	**474,189**	**768,996**	**780,534**	**864,984**	**878,320**	**869,676**	**887,749**

GAS: Gasoline. D: Diesel. EL: Electric. G: CNG or LPG.
(1) World production of French manufacturers as of 1997.
Source: CCFA.



FRANCE

EXPORTS OF FRENCH AUTOMOBILE MANUFACTURERS

NEW PASSENGER CAR EXPORTS BY DESTINATION

In units	1980	1990	2000	2003	2004	2005	2006	2007
Europe [2]	**1,202,834**	**1,645,276**	**2,636,150**	**2,874,729**	**2,878,753**	**2,835,899**	**2,660,616**	**2,777,968**
of which: European Union [3]	946,760	1,479,316	2,261,904	2,449,696	2,580,944	2,424,350	2,343,310	2,420,691
Germany	202,939	277,424	337,743	379,668	325,457	365,860	316,509	306,231
Austria	35,775	36,175	41,510	46,587	51,174	48,779	42,720	43,406
Belgium-Luxembourg	105,966	144,896	172,806	176,247	178,562	171,552	173,205	165,486
Denmark	4,059	13,919	30,239	28,426	35,308	34,477	38,020	37,827
Spain	100,640	297,846	556,934	539,194	581,952	577,439	523,571	519,017
Greece		11,458	54,270	43,131	45,639	32,681	32,723	31,769
Italy	381,626	324,952	353,616	446,294	428,494	377,100	341,043	388,295
Netherlands	84,063	95,340	120,438	136,065	119,814	99,707	97,673	105,103
Portugal	14,729	59,459	68,375	64,151	66,279	66,524	58,732	57,473
United Kingdom	156,071	245,989	432,507	499,392	472,007	413,743	364,967	376,050
Sweden	13,060	18,001	31,473	42,154	42,037	43,062	34,518	38,209
10 new member states				206,468	184,082	147,859	142,234	162,776
12 new member states						276,433	283,512	321,102
of which: CEEC/CIS [4]	23,619	31,569	164,814	285,723	99,284	214,335	154,964	195,460
Hungary		2,040	23,887	44,117	40,674	26,926	26,660	20,064
Poland		806	59,093	83,026	63,884	47,521	46,373	54,784
Romania			7,520	16,051	19,882	122,930	135,140	148,290
Russia			6,042	12,235	14,910	42,637	110,308	139,576
of which Switzerland	51,821	43,832	45,654	44,130	40,507	41,231	38,113	40,352
of which Turkey		13,069	148,264	76,958	140,873	142,160	111,852	108,890
Africa	**133,213**	**45,675**	**69,865**	**81,194**	**110,483**	**103,130**	**133,996**	**145,483**
of which: South Africa	22,439	0	13,913	15,998	29,539	32,941	28,216	11,686
North Africa	15,542	20,432	37,236	48,374	65,455	42,881	85,805	111,815
Nigeria	61,133	8,319	8,860	6,133	4,661	6,159	11,091	12,270
North and South America	**145,204**	**29,360**	**230,270**	**216,560**	**288,902**	**314,505**	**363,711**	**471,245**
of which: Argentina	11,899	516	97,605	31,277	54,418	70,099	98,588	121,282
Brazil			80,205	104,798	127,465	144,030	160,949	197,369
Colombia	11,885	9,112	16,659	18,539	26,512	36,499	49,853	5,819
Mexico		20	1,408	42,006	60,607	39,871	28,623	44,601
Asia [2]	**26,178**	**96,645**	**166,261**	**388,732**	**461,879**	**512,772**	**499,791**	**659,491**
of which: Japan	883	14,264	15,976	24,288	18,751	16,323	14,534	11,785
China		3,960	54,334	106,895	91,431	143,756	205,247	211,457
Iran	12,836	29,852	45,722	199,179	292,514	304,326	235,652	199,701
India								16,934
South Korea							121,106	120,013
Pacific	**6,290**	**5,761**	**9,984**	**19,849**	**16,409**	**16,698**	**16,532**	**20,320**
of which: Australia	2,398	820	2,765	10,410	9,354	11,872	12,614	15,063
TOTAL ALL CATEGORIES	**1,529,652**	**1,881,998**	**3,174,447**	**3,638,205**	**3,819,541**	**3,841,448**	**3,738,684**	**4,109,972**
KD and CKD units	471 744	208 241						

NEW COMMERCIAL VEHICLES BY DESTINATION

In units	1980	1990	2000	2003	2004	2005	2006	2007
Europe [2]	**88,235**	**174,998**	**379,289**	**360,169**	**379,999**	**401,860**	**471,483**	**490,820**
of which: European Union [3]	74,382	156,268	312,421	283,723	323,495	326,077	414,855	448,562
Germany	17,490	23,581	50,081	39,672	43,788	40,760	56,511	60,927
Austria	2,185	3,702	4,697	4,290	5,290	6,206	6,131	6,830
Belgium-Luxembourg	11,455	18,383	22,857	22,499	20,863	24,827	30,049	30,963
Spain	71	44,110	57,516	58,112	61,931	71,185	77,179	63,691
Italy	26,207	19,923	35,910	29,525	31,047	29,706	36,882	45,457
Netherlands	8,234	7,995	23,087	19,059	17,188	11,630	16,574	19,729
Portugal	2,805	14,291	34,551	24,713	26,672	25,410	24,738	22,334
United Kingdom	8,390	21,127	55,647	62,970	63,951	64,554	75,574	69,972
10 new member states				28,411	28,844	24,939	35,439	45,694
12 new member states						51,099	55,569	64,926
of which: CEEC/CIS [4]	361	2,781	25,100	45,949	24,366	46,685	25,932	13,392
Poland	301	97	5,624	8,633	9,971	9,039	14,762	19,019
of which Switzerland	3,317	2,921	4,293	4,596	5,033	5,934	7,371	8,123
Africa	**75,802**	**18,320**	**16,074**	**19,140**	**27,779**	**22,597**	**26,118**	**24,055**
of which: North Africa	18,334	8,588	13,509	15,348	24,360	18,345	20,141	21,107
North and South America	**5,875**	**5,453**	**36,682**	**16,325**	**27,283**	**33,328**	**42,367**	**59,664**
of which: USA	1,999	2,000	1,099					
Asia [2]	**6,930**	**11,302**	**8,260**	**8,241**	**11,200**	**11,781**	**7,622**	**7,481**
Pacific	**776**	**1,364**	**1,797**	**1,744**	**1,877**	**1,967**	**2,377**	**3,512**
TOTAL ALL CATEGORIES	**178,126**	**213,502**	**444,516**	**407,440**	**449,321**	**474,532**	**553,680**	**586,686**
KD and CKD 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. Dacia's exports are included in the scope of consolidation as of 2005, Renault Trafic's are included as of 2006, and Renault Samsung Motors as of 2007 (180,973).

(2) As of 2004, exports by Cyprus are included in Europe, rather than Asia.

(3) European Union: 9 countries in 1980; 10 countries in 1985; 12 countries between 1990 and 1994; 15 countries between 1995 and 2003; 25 countries in 2004 and 2005; 27 countries since 2006.

(4) Excluding the ten new countries that joined the European Union in 2004 and 2005, and the two that joined in 2006.

Source: CCFA.

FRANCE

PHYSICAL AND FINANCIAL DATA ON THE AUTOMOBILE MANUFACTURING INDUSTRY

Physical and financial data are taken from surveys (known as the EAE reports) conducted every year of French companies in the automotive manufacturing industry.
The surveys are one of the main sources of information for French industry. They are used by the statistics office of the French State Secretariat for Industry (SESSI). The data reflect the businesses of French and foreign-owned companies with operations in France. Their core businesses may extend to 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

	Unit	1980	1990	2000	2003	2004	2005	2006	2007 (1)
Physical data									
No. of employees	Unit	320,922	216,848	190,830	183,850	186,123	185,061	176,803	170,000
Production in France	€ thousands			3,348	3,620	3,666	3,549	3,169	3,016
Production/employee				**17.5**	**19.7**	**19.7**	**19.2**	**17.9**	**17.7**
Financial data									
Net sales	€ millions	19,251	49,472	73,684	83,231	87,667	86,944	87,085	90,000
Export sales	€ millions	7,511	18,817	42,290	49,634	52,751	51,988	52,577	55,000
Exports as a % of total sales	**%**	**39.0%**	**38.0%**	**57.4%**	**59.6%**	**60.2%**	**59.8%**	**60.4%**	**61.1%**
Value added (VA) before tax	€ millions	5,883	10,650	13,282	13,528	15,123	14,481	12,516	13,000
Value added/sales	**%**	**30.6%**	**21.5%**	**18.0%**	**16.3%**	**17.2%**	**16.7%**	**14.4%**	**14.4%**
Value added/employee	€ thousands	18	49	70	74	81	78	71	76
Social security costs	€ millions	1,452	1,860	2,153	2,364	2,491	2,546	2,550	
Social security costs/employee	€ thousands	4.5	8.6	11.3	12.9	13.4	13.8	14.4	
Wages and salaries	€ millions	3,254	4,271	5,093	5,883	6,109	6,216	6,331	
Wages and salaries/employee	€ thousands	10.1	19.7	26.7	32.0	32.8	33.6	35.8	
Personnel costs	€ millions	4,706	6,132	7,246	8,247	8,600	8,761	8,881	
Personnel costs/employee	€ thousands	14.7	28.3	38.0	44.9	46.2	47.3	50.2	
Personnel costs/VA	%	80.0%	57.6%	54.6%	61.0%	56.9%	60.5%	71.0%	
Operating cash flow	€ millions	928	3,855	5,201	4,355	5,487	4,613	2,522	
Operating cash flow/VA	**%**	**15.8%**	**36.2%**	**39.2%**	**32.2%**	**36.3%**	**31.9%**	**20.2%**	
Interest expense	€ millions	484	1,170	1,178	1,089	898	900	704	
Interest expense/VA	%	8.2%	11.0%	8.9%	8.0%	5.9%	6.2%	5.6%	
Interest income	€ millions	207	1,095	2,508	1,482	2,234	2,029	1,157	
Interest income/VA	%	3.5%	10.3%	18.9%	11.0%	14.8%	14.0%	9.2%	
Net interest income (expense)	€ millions	-276	-74	1,330	393	1,336	1,128	453	
Net interest income (expense)/VA	%	-4.7%	-0.7%	10.0%	2.9%	8.8%	7.8%	3.6%	
Cash flow	€ millions	638	2,918	5,499	3,687	4,960	4,236	1,682	
Cash flow/VA	%	10.8%	27.4%	41.4%	27.3%	32.8%	29.3%	13.4%	
Net income (loss)	**€ millions**	**-26**	**969**	**2,851**	**167**	**2,358**	**1,086**	**-243**	
Net income/sales	%	-0.1%	2.0%	3.9%	0.2%	2.7%	1.2%	-0.3%	
Capital expenditure	€ millions	1,018	3,139	3,807	3,720	3,483	3,214	2,967	2,700
Capital expenditure/sales	**%**	**5.3%**	**6.3%**	**5.2%**	**4.5%**	**4.0%**	**3.7%**	**3.4%**	**3.0%**
Capital expenditure/VA	**%**	**17.3%**	**29.5%**	**28.7%**	**27.5%**	**23.0%**	**22.2%**	**23.7%**	**20.8%**

(1) CCFA estimates.

FRANCE

PHYSICAL AND FINANCIAL DATA ON THE AUTOMOTIVE EQUIPMENT INDUSTRY

Physical and financial data in the table below are taken from surveys (known as the EAE reports) conducted every year of French companies 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 car seating 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 49).
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 sectors.

AUTOMOTIVE EQUIPMENT PRODUCTION

	Unit	1980	1990	2000	2003	2004	2005	2006	2007 (1)
Physical data									
No. of companies (> 20 employees)	Unit	320	320	243	227	219	204	200	200
No. of employees	Unit	143,347	112,963	94,171	92,606	91,491	85,928	82,273	80,250
Financial data									
Net sales	€ millions	5,637	14,452	17,766	20,026	20,623	19,889	19,372	19,300
Export sales	€ millions	1,301	4,018	7,512	8,169	8,745	8,291	8,452	8,900
Exports as a % of total sales	**%**	**23.1 %**	**27.8 %**	**42.3 %**	**40.8 %**	**42.4%**	**41.7%**	**43.6%**	**46.1%**
Value added (VA) before tax	€ millions	2,251	4,530	4,643	5,251	5,309	4,869	4,691	
Value added/sales before tax	**%**	**39.9%**	**31.3%**	**26.1%**	**26.2%**	**25.7%**	**24.5%**	**24.2%**	
Value added/employee before tax	€ thousands	16	40	49	57	58	57	57	
Social security costs	€ millions	503	867	902	982	1,011	1,009	996	
Social security costs/employee	€ thousands	3.5	7.7	9.6	10.6	11.1	11.7	12.1	
Wages and salaries	€ millions	1,239	2,060	2,213	2,378	2,431	2,374	2,354	
Wages and salaries/employee	€ thousands	8.6	18.2	23.5,	25.7	26.6,	27.6	28.6	
Personnel costs	€ millions	1,742	2,926	3,115	3,360	3,442	3,383	3,350	
Personnel costs/employee	€ thousands	12.2	25.9	33.1	36.3	37.6	39.4	40.7	
Personnel costs/VA	%	77.4%	64.6%	67.1%	64.0%	64.8%	69.5%	71.4%	
Operating cash flow	€ millions	418	1,337	1,206	1,553	1,511	1,121	979	
Operating cash flow/VA	**%**	**18.6%**	**29.5%**	**26.0%**	**29.6%**	**28.5%**	**23.0%**	**20.9%**	
Interest expense	€ millions	186	387	440	272	214	253	288	
Interest expense/VA	%	8.2%	8.5%	9.5%	5.2%	4.0%	5.2%	6.1%	
Interest income	€ millions	36	213	337	167	239	285	336	
Interest income/VA	%	1.6%	4.7%	7.3%	3.2%	4.5%	5.9%	7.2%	
Net interest income (expense)	€ millions	-150	-174	-103	-105	24	32	48	
Net interest income (expense)/VA	%	-6.7%	-3.8%	-2.2%	-2.0%	0.5%	0.7%	1.0%	
Cash flow	€ millions	237	883	889	1,162	1,085	834	777	
Cash flow/VA	%	10.5%	19.5%	19.2%	22.1%	20.4%	17.1%	16.6%	
Net income	**€ millions**	**54**	**400**	**-92**	**252**	**414**	**83**	**103**	
Net income/sales	%	1.0%	2.8%	-0.5%	1.3%	2.0%	0.4%	0.5%	
Capital expenditure	€ millions	328	899	1,024	665	650	687	651	
Capital expenditure/sales	**%**	**5.8%**	**6.2%**	**5.8%**	**3.3%**	**3.2%**	**3.5%**	**3.4%**	
Capital expenditure/VA	**%**	**14.6%**	**19.8%**	**22.0%**	**12.7%**	**12.2%**	**14.1%**	**13.9%**	

(1) FIEV estimates.

FRANCE

REGISTRATIONS

NEW PASSENGER CAR REGISTRATIONS BY MAKE

In units	1980	1990	2000	2003	2004	2005	2006	2007
Citroën	270,983	266,822	261,508	271,455	256,705	271,273	257,927	277,347
Peugeot	293,461	498,481	397,547	379,227	363,224	362,157	356,801	349,390
PSA Peugeot Citroën (1)	685,318	765,303	659,055	650,682	619,929	633,430	614,728	626,737
Renault	759,312	639,440	602,415	546,014	549,192	524,415	472,105	443,536
Other France	56	146	63	84	551	148	85	69
France total (2)	**1,444,686**	**1,404,889**	**1,261,533**	**1,196,780**	**1,169,672**	**1,157,993**	**1,086,918**	**1,070,342**
Alfa Romeo	25,380	15,916	12,774	13,908	13,454	13,845	14,900	13,956
Audi	17,455	32,762	34,937	37,301	36,461	44,283	43,980	48,086
BMW	17,239	29,580	31,576	31,551	37,108	40,462	40,682	49,548
Chrysler	16	4,084	4,827	5,571	5,751	5,058	4,872	4,010
Dacia						9,758	18,742	32,635
Daewoo	-	-	11,731	1,887	158	2	1	
GM Daewoo				2,600	7,783	933	3	
Chevrolet						7,939	7,616	8,943
Daihatsu	-	0	1,043	964	1,297	1,538	1,899	2,847
Dodge						13	1,323	2,866
Fiat	53,147	128,822	95,983	55,942	48,283	46,154	50,391	53,113
Ford	68,426	159,575	117,061	91,678	101,631	103,587	96,115	103,065
Honda	8,293	14,002	8,716	5,547	6,756	8,879	11,715	15,631
Hyundai	-	0	11,019	23,124	27,814	27,389	26,799	26,814
Jaguar	269	1,290	1,939	2,077	2,912	2,112	1,765	1,565
Jeep	-	3,824	3,001	2,907	2,995	3,522	3,556	4,886
Kia	-	0	2,631	4,304	8,846	18,067	15,016	15,461
Lada	13,069	15,758	1,867	1,861	1,405	1,671	1,042	622
Lancia	6,801	18,225	5,864	1,971	3,061	4,414	4,009	4,257
Land Rover	237	3,611	7,570	5,604	5,644	6,932	5,298	7,461
Mazda	13,021	18,563	6,366	9,807	12,179	11,437	13,859	14,486
Mercedes	14,430	28,605	43,389	51,390	49,187	54,628	58,698	61,629
Mini	-	-	-	10,644	10,858	12,613	9,608	16,033
Mitsubishi	2,788	4,298	5,575	7,836	7,751	6,752	3,112	5,457
Nissan-Infiniti	17,700	25,707	31,330	39,840	37,568	40,806	30,967	32,265
Opel	32,709	113,490	133,576	120,758	110,329	106,454	99,254	99,661
Porsche	1,060	1,297	825	1,602	2,117	2,375	2,284	2,863
Rover	20,690	41,147	13,474	5,080	4,562	1,980	239	13
Saab	179	2,459	3,265	2,898	3,296	2,701	3,037	3,364
Santana	-	1,746	4,231				101	183
Seat	306	48,052	40,562	34,608	32,642	32,738	35,005	37,990
Skoda	1,636	1,825	11,570	12,555	12,131	15,042	16,296	18,362
Smart	-	-	6,645	8,904	12,721	12,646	10,078	8,061
SsangYong	-	0	19		467	3,969	4,506	3,873
Subaru	-	0	2,312	1,498	1,447	1,462	1,508	1,782
Suzuki	-	0	11,355	13,411	18,140	21,110	25,523	30,841
Toyota-Lexus	13,095	15,839	43,698	72,199	78,667	87,406	97,140	103,355
Volkswagen	75,727	155,971	152,868	119,318	124,145	135,975	140,737	142,593
Volvo	8,207	12,415	6,777	8,668	11,858	11,089	10,591	13,749
Foreign total (2)	**428,516**	**904,241**	**872,351**	**812,466**	**844,037**	**909,796**	**913,631**	**994,201**
OVERALL TOTAL	**1,873,202**	**2,309,130**	**2,133,884**	**2,009,246**	**2,013,709**	**2,067,789**	**2,000,549**	**2,064,543**
French makes (%)	77.1%	60.8%	59.1%	59.6%	58.1%	56.0%	54.3%	51.8%
Foreign makes (%)	22.9%	39.2%	40.9%	40.4%	41.9%	44.0%	45.7%	48.2%

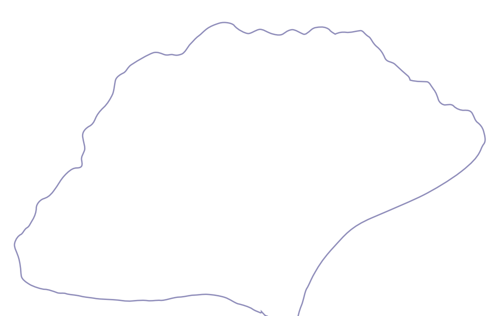
(1) Including Talbot up to 1985.
(2) Including others.

USED PASSENGER CAR REGISTRATIONS

In units	1980	1990	2000	2003	2004	2005	2006	2007
OVERALL TOTAL	**4,441,423**	**4,758,750**	**5,082,122**	**5,321,638**	**5,444,076**	**5,383,361**	**5,465,603**	**5,570,764**
Ratio used/new	2.4	2.1	2.4	2.6	2.7	2.6	2.7	2.7

USED LIGHT COMMERCIAL VEHICLE (UP TO 5T) REGISTRATIONS

In units	1980	1990	2000	2003	2004	2005	2006	2007
OVERALL TOTAL		**644,925**	**651,033**	**696,806**	**732,378**	**718,948**	**742,366**	**768,538**
Ratio used/new		1.6	1.6	1.8	1.8	1.7	1.7	1.7



FRANCE

REGISTRATIONS

NEW DIESEL PASSENGER CAR REGISTRATIONS BY MAKE

In units	1980	1990	2000	2003	2004	2005	2006	2007
Citroën	24,158	111,881	138,628	182,127	175,235	182,569	178,719	214,083
Peugeot	65,199	189,322	206,153	261,237	255,397	258,712	258,587	257,478
PSA Peugeot Citroën (1)	89,357	301,203	344,781	443,364	430,632	441,281	437,306	471,561
Renault	45,862	205,374	257,909	368,705	380,754	357,094	331,999	319,076
France total (2)	**135,219**	**506,577**	**602,711**	**812,105**	**811,511**	**798,437**	**769,338**	**790,637**
Alfa Romeo	-	2,524	7,444	10,682	10,607	10,845	12,429	12,130
Audi	19,591	13,495	25,901	32,524	32,362	39,365	40,052	42,471
BMW/Mini	-	8,271	21,065	26,463	33,276	36,731	37,587	47,734
Chrysler/Dodge/Jeep	-	-	4,161	7,226	6,844	6,556	8,269	11,059
Dacia						0	9,326	21,600
Fiat-Lancia	10,352	33,913	38,337	29,071	23,645	27,196	30,568	33,048
Ford	1,833	56,331	58,896	63,856	74,578	76,476	72,564	77,401
Honda			413	1,330	2,430	4,470	7,583	10,433
Hyundai	-	-	5,510	15,018	20,832	22,129	22,615	22,943
Kia			1,200	3,564	4,866	10,597	10,488	12,156
Land Rover	-	2,980	5,656	5,204	5,364	6,560	5,091	7,312
Mazda	-	5,200	3,204	6,348	7,158	6,061	9,186	9,460
Mercedes	10,635	15,676	30,007	43,661	41,078	44,079	50,994	55,056
Mitsubishi	-	1,623	3,227	6,782	5,759	4,793	2,326	4,724
Nissan-Infiniti	694	4,982	15,533	23,124	22,946	23,454	17,657	21,376
Opel	6,178	28,218	63,726	73,346	74,147	75,944	69,803	72,590
Rover	-	4,419	7,480	3,695	3,416	1,482	154	5
Seat	-	14,367	27,861	26,508	26,019	26,378	28,872	32,123
Skoda	-	-	7,741	9,424	9,901	12,381	12,620	15,142
Suzuki	-	-	3,165	6,828	11,910	11,969	16,507	17,531
Toyota-Lexus	-	3,594	12,282	43,695	48,217	54,560	58,723	64,770
Volkswagen	-	50,975	89,487	92,264	98,330	106,909	113,969	119,040
Volvo	1,198	4,097	4,786	7,397	10,666	10,247	9,823	12,694
Foreign total (2)	**50,815**	**255,477**	**443,774**	**541,809**	**581,414**	**630,600**	**658,359**	**734,802**
OVERALL TOTAL	**186,034**	**762,054**	**1,046,485**	**1,353,914**	**1,392,925**	**1,429,037**	**1,427,697**	**1,525,439**
% diesel	9.9%	33.0%	49.0%	67.4%	69.2%	69.1%	71.4%	73.9%
French makes (%)	72.7%	66.5%	57.6%	60.0%	58.3%	55.9%	53.9%	51.8%
Foreign makes (%)	27.3%	33.5%	42.4%	40.0%	41.7%	44.1%	46.1%	48.2%

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

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

In units	1980	1990	2000	2003	2004	2005	2006	2007
Citroën	53,245	80,958	77,048	69,182	71,688	73,166	74,786	71,901
Peugeot	49,318	60,813	74,950	71,426	76,952	73,778	75,295	81,050
PSA Peugeot Citroën (1)	112,231	141,771	151,998	140,608	148,640	146,944	150,081	152,951
Renault	116,602	162,549	139,752	128,338	139,567	140,059	151,058	150,532
Other France	256	415	40	4,533	6,539	10,076	300	488
France total	**229,089**	**304,735**	**291,790**	**273,479**	**294,746**	**297,079**	**301,439**	**303,971**
Fiat	8,326	10,139	25,253	14,569	12,880	12,497	24,321	33,071
Ford	9,099	16,080	18,110	16,328	16,837	19,695	25,024	26,458
Hyundai	-	-	588	858	1,377	1,380	1,614	996
Isuzu			108	295	883	1,370	1,654	2,280
Iveco	2,941	11,543	16,534	13,433	14,840	15,721	16,175	18,828
Land Rover	645	2,718	1,857	1,431	1,357	1,256	1,090	1,218
Mazda	579	1,067	916	356	454	635	745	760
Mercedes	5,495	11,156	23,139	17,926	19,231	18,973	20,177	23,422
Mitsubishi	-	-	3,392	1,228	1,487	1,350	3,263	3,766
Nissan	861	5,063	5,197	7,164	8,484	9,746	11,647	10,050
Opel	664	2,408	7,561	10,140	10,372	12,617	12,936	12,646
Toyota-Lexus	7,112	6,099	1,771	2,064	2,420	2,587	3,232	6,204
Volkswagen	8,091	9,673	13,819	8,916	9,627	10,043	11,939	13,178
Foreign total (2)	**48,798**	**89,060**	**123,176**	**108,140**	**113,704**	**122,986**	**138,592**	**157,491**
OVERALL TOTAL	**277,887**	**393,795**	**414,966**	**381,619**	**408,450**	**420,065**	**440,031**	**461,462**
French makes (%)	82.4%	77.4%	70.3%	71.7%	72.2%	70.7%	68.5%	65.9%
Foreign makes (%)	17.6%	22.6%	29.7%	28.3%	27.8%	29.3%	31.5%	34.1%

(1) Including Talbot up to 1985.
(2) Including others.
(3) 2006 and more recent data are not comparable to data from prior years because some models were reclassified to "Other France" and "Foreign".

FRANCE

REGISTRATIONS

NEW PASSANGER CARS AND LIGHT COMMERCIAL VEHICLE REGISTRATIONS BY MAKE

In units	1980	1990	2000	2003	2004	2005	2006 (1)	2007
Citroën	324,228	347,780	338,556	340,637	328,393	344,439	332,713	349,248
Peugeot	342,779	559,294	472,497	450,653	440,176	435,935	432,096	430,440
PSA Peugeot Citroën	797,549	907,074	811,053	791,290	768,569	780,374	764,809	779,688
Renault	875,914	801,989	742,167	674,352	688,759	664,474	623,163	594,068
France total	**1,673,775**	**1,709,624**	**1,553,323**	**1,470,259**	**1,464,418**	**1,455,072**	**1,388,357**	**1,374,313**
Fiat	61,473	138,961	121,236	70,511	61,163	58,651	74,712	86,184
Ford	77,525	175,655	135,171	108,006	118,468	123,282	121,139	129,523
Land Rover	882	6,329	9,427	7,035	7,001	8,188	6,388	8,679
Mercedes	19,925	39,761	66,528	69,316	68,418	73,601	78,875	85,051
Nissan-Infiniti	18,561	30,770	36,527	47,004	46,052	50,552	42,614	42,315
Opel	33,373	115,898	141,137	130,898	120,701	119,071	112,190	112,307
Rover	20,812	41,343	13,564	5,097	4,579	1,982	239	13
Seat	306	51,999	42,230	35,390	33,148	33,024	35,452	38,426
Toyota-Lexus	20,207	21,938	45,469	74,263	81,087	89,993	100,372	109,559
Volkswagen	83,818	165,644	166,687	128,234	133,772	146,018	152,676	155,771
Foreign total	**477,314**	**993,301**	**995,527**	**920,606**	**957,741**	**1,032,782**	**1,052,223**	**1,151,692**
OVERALL TOTAL	**2,151,089**	**2,702,925**	**2,548,850**	**2,390,865**	**2,422,159**	**2,487,854**	**2,440,580**	**2,526,005**
French makes (%)	77.8%	63.3%	60.9%	61.5%	60.5%	58.5%	56.9%	54.4%
Foreign makes (%)	22.2%	36.7%	39.1%	38.5%	39.5%	41.5%	43.1%	45.6%

(1) See note (3) on page 71.

NEW HEAVY TRUCK (OVER 5T) REGISTRATIONS BY MAKE

In units	1980	1990	2000	2003	2004	2005	2006	2007
Renault Trucks	17,984	20,453	20,818	17,116	17,696	18,339	18,805	16,843
France total	**18,312**	**20,738**	**20,992**	**17,226**	**17,780**	**18,465**	**18,966**	**16,971**
DAF	1,881	3,460	4,365	4,969	5,046	6,321	5,464	5,995
Iveco	6,578	7,204	6,998	5,116	5,407	5,901	5,795	5,385
MAN	327	1,433	3,498	3,089	3,021	4,545	3,763	5,171
Mercedes	8,014	9,500	9,976	6,620	7,246	9,325	9,119	8,879
Scania	1,389	2,711	4,963	3,720	3,382	4,417	3,893	4,200
Volvo	3,724	4,647	6,739	4,468	4,976	5,870	5,691	5,522
Foreign total	**23,534**	**29,290**	**36,924**	**28,239**	**29,408**	**36,819**	**34,157**	**35,568**
OVERALL TOTAL	**41,846**	**50,028**	**57,916**	**45,465**	**47,188**	**55,284**	**53,123**	**52,539**
French makes (%)	43.8%	41.5%	36.2%	37.9%	37.7%	33.4%	35.7%	32.3%
Foreign makes (%)	56.2%	58.5%	63.8%	62.1%	62.3%	66.6%	64.3%	67.7%

USED HEAVY TRUCK (OVER 5T) REGISTRATIONS

In units	1980	1990	2000	2003	2004	2005	2006	2007
OVERALL TOTAL	**-**	**-**	**59,056**	**58,141**	**72,714**	**55,975**	**55,946**	**55,012**
Ratio used/new	-	-	1.0	1.3	1.5	1.0	1.1	1.0

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

In units	1980	1990	2000	2003	2004	2005	2006	2007
Renault	2,126	1,692	1,633	-	-	-	-	-
France other	107	255	367	-	-	-	-	-
Kässbohrer-Setra	479	392	261	-	-	-	-	-
Mercedes	554	245	602	-	-	-	-	-
OVERALL TOTAL	**3,558**	**3,160**	**4,320**	**-**	**-**	**-**	**-**	**-**
Irisbus Group (1)	-	-	-	2,525	2,341	2,459	2,793	2,861
Evobus Group (2)	-	-	-	750	700	888	915	974
Neoman Bus Group (3)	-	-	-	281	237	404	475	550
Bova	-	-	-	105	115	198	217	262
Ponticelli	-	-	-	152	190	48	29	1
Temsa	-	-	-	136	191	301	371	343
Van Hool	57	250	230	186	263	238	212	151
Other	-	-	-	227	176	237	231	349
OVERALL TOTAL	**-**	**-**	**-**	**4,362**	**4,213**	**4,773**	**5,243**	**5,491**

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

FRANCE

VEHICLE OWNERSHIP

DENSITY (INTERNATIONAL COMPARISONS)

	1985	1995	2000	2007
European Union (1)	380	473	533	593
Germany	450	529	553	604
Belgium	363	463	504	546
Spain	276	430	508	609
France	**446**	**520**	**560**	**598**
Italy	412	541	616	685
United Kingdom	379	474	527	576
Sweden	400	445	481	516
Poland	117	229	286	415
Turkey	27	65	84	122
Canada	559	562	573	601
USA	708	759	774	824
South Korea	25	177	240	331
Japan	375	527	566	594
Argentina	173	167	180	196
Brazil	86	89	110	127
China	3	8	11	28
India	3	6	7	13

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

TOTAL VEHICLES IN USE (JANUARY 1, 2008)

In thousands	All fuels	Diesel
Passenger cars		
Up to 5 hp	12,323	5,905
6 hp to 10 hp	16,864	9,463
11 hp and over	1,513	555
Total passenger cars	**30,700**	**15,922**
Light commercial vehicles (LCV)		
Less than 2.5t	3,760	2,967
2.5t to 3.5t	1,919	1,874
3.6t to 5t	10	10
Total light commercial vehicles up to 5t	**5,690**	**4,850**
Total passenger cars and light commercial vehicles	**36,390**	**20,773**
Industrial vehicles over 5t		
Trucks		
5t to less than 12t (all diesel)	83	83
12t to less than 16t (all diesel)	58	58
16t to less than 20t (all diesel)	118	118
20t and over (all diesel)	86	86
Total trucks (all diesel)	**345**	**345**
Road tractors (all diesel)	**215**	**215**
Coaches and buses	**83**	**81**
Total industrial vehicles over 5t	**643**	**641**
Total commercial vehicles all sizes	**6,333**	**5,491**
Passenger cars	**37,033**	**21,413**

Source: CCFA estimates.

VEHICLE OWNERSHIP

	Unit	1980	1990	2000	2003	2004	2005	2006	2007 (1)
Households without a vehicle	%	29.2%	23.2%	19.7%	20.3%	19.5%	18.8%	18.0%	17.6%
Households with a vehicle	%	70.8%	76.8%	80.3%	79.7%	80.5%	81.2%	82.0%	82.4%
% with one vehicle	%	54.3%	50.5%	50.7%	47.5%	46.8%	46.4%	46.3%	46.6%
% with two vehicles	%	14.8%	23.0%	25.4%	27.0%	28.4%	29.4%	30.2%	30.3%
% with three or more vehicles	%	1.7%	3.3%	4.2%	5.2%	5.3%	5.4%	5.5%	5.5%
Average age of vehicle	years		5.90	7.25	7.43	7.55	7.71	7.9	8.2
Average ownership period	years		3.66	4.43	4.55	4.64	4.73	4.9	4.9
% used passenger cars	%		50.0	56.1	58.9	59.7	59.9	60.8	61.9
Total average kilometers	km	12,200	13,041	13,560	13,069	12,843	12,613	12,430	12,198
Average kilometers, gasoline	km	11,600	11,651	10,780	10,128	9,710	9,546	9,122	8,832
Average kilometers, diesel	km	26,200	20,950	18,140	17,095	16,758	16,174	15,917	15,590
Domestic passenger road transportation									
By passenger car	billion pass./km	452.5	585.6	699.6	738.6	736.9	727.4	723.8	727.8
By coach and bus	billion pass./km	36.0	41.3	43.0	42.7	44.0	43.8	44.9	47.1
Total transportation	billion pass./km	586.9	712.2	838.5	877.4	880.3	873.4	873.4	881.1
% road transportation	%	83.2	88.0	88.6	89.1	88.7	88.3	88.0	87.9
Annual change									
By passenger car	%	-	+2.6	+0.0	+0.7	-0.2	-1.3	-0.5	0.6
By coach and bus	%	-	+2.7	+3.4	1.2	3.0	-0.4	2.3	5.0

(1) Provisional data.
Sources: SOFRES, calculations by INRETS-ADEME, INSEE and SESP.

VEHICLES IN USE AS OF JANUARY 1

In thousands	1980	1990	2000	2004	2005	2006	2007	2008
Up to 5 hp	5,090	8,312	10,572	11,883	12,040	12,096	12,236	12,323
6 hp to 10 hp	11,460	13,385	15,723	16,381	16,519	16,618	16,720	16,864
Over 10 hp	1,890	1,313	1,186	1,297	1,341	1,386	1,444	1,513
Total passenger cars	**18,440**	**23,010**	**27,480**	**29,560**	**29,900**	**30,100**	**30,400**	**30,700**
of which diesel	**730**	**3,265**	**9,261**	**12,729**	**13,590**	**14,348**	**15,143**	**15,922**
Commercial vehicles								
Up to 3.5t	1,985	4,125	4,974	5,418	5,489	5,549	5,609	5,680
3.5t to 5t	103	20	12	12	12	11	11	10
5t to 20t	250	334	287	280	274	267	264	259
20t and over	26	41	46	62	68	75	81	86
Road tractors	129	160	210	214	215	213	213	215
Total commercial vehicles	**2,493**	**4,680**	**5,529**	**5,986**	**6,057**	**6,115**	**6,178**	**6,250**
of which diesel	**976**	**2,342**	**4,202**	**4,898**	**5,030**	**5,149**	**5,273**	**5,408**
COACHES AND BUSES	**57**	**68**	**80**	**82**	**82**	**83**	**83**	**83**
OVERALL TOTAL	**20,990**	**27,758**	**33,090**	**35,628**	**36,039**	**36,298**	**36,661**	**37,033**
of which diesel	**1,763**	**5,675**	**13,543**	**17,707**	**18,700**	**19,579**	**20,497**	**21,413**

Source: CCFA estimates.

FRANCE

FUEL, AUTOMOTIVE TAXES AND CO_2 EMISSIONS

MOTOR FUEL CONSUMPTION, PRICES AND TAXES

Fuel consumption	Units	1980	1990	2000	2003	2004	2005	2006	2007
Regular gasoline	millions of liters	4,216	959						
Premium leaded – AVSR (anti-valve seat recession additive)	millions of liters	20,007	19,911	3,924	1,492	1,072	433	112	26
Premium unleaded	millions of liters		3,406	14,329	14,762	14,392	14,097	13,566	13,037
Total gasoline	**millions of liters**	**24,223**	**24,276**	**18,253**	**16,254**	**15,463**	**14,529**	**13,678**	**13,063**
Diesel	millions of liters	11,415	20,664	32,373	35,599	36,405	36,744	37,740	39,004
Total motor fuel	**millions of liters**	**35,638**	**44,940**	**50,627**	**51,853**	**51,868**	**51,273**	**51,419**	**52,067**

Source: CPDP.

Retail fuel prices (annual average)	Units	1980	1990	2000	2003	2004	2005	2006	2007
Regular gasoline	**euros/liter**	**0.49**	**0.80**	**-**	**-**	**-**	**-**	**-**	**-**
Tax	%	57	73	-	-	-	-	-	-
Premium leaded – AVSR	**euros/liter**	**0.52**	**0.81**	**1.17**	**1.10**	**1.14**	**1.27**	**-**	**-**
Tax	%	57	74	71	75	72	67	-	-
Premium unleaded 98 octane	**euros/liter**	**-**	**0.79**	**1.11**	**1.04**	**1.08**	**1.20**	**1.27**	**1.31**
Tax	%	-	71	69	73	71	65	63	62
Gasoline	**euros/liter**	**0.52**	**0.81**	**1.12**	**1.04**	**1.07**	**1.18**	**1.24**	**1.28**
Tax	%	57	74	69	73	72	67	64	63
Diesel	**euros/liter**	**0.37**	**0.54**	**0.85**	**0.79**	**0.88**	**1.02**	**1.08**	**1.10**
Tax	%	46	61	62	66	63	57	55	55

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

AUTOMOBILE FLEET EMISSIONS IN MAINLAND FRANCE, 1990 TO 2007

Thousands of tons	1990	1995	2000	2003	2004	2005	2006	2007 (1)	% change 2007/1990	% change 2007/2006
Regulated pollutants										
SO_2	139	114	22	24	24	4	4	4	-97%	-
CO	6,204	4,608	2,657	1,873	1,730	1,446	1,230	1,066	-83%	-26%
NOx	1,121	1,030	886	800	784	747	726	709	-37%	-5%
NMVOC	1,053	814	506	348	307	259	219	186	-82%	-28%
Lead	3,887	1,143	7	0	0	0	0	0	-100%	-
PM10: particulates	66	82	70	63	61	54	52	52	-21%	-
Other emissions										
CO_2 in millions of tons	109	117	125	128	128	126	126	125	15%	-

(1) 2007 estimates.
Source: CITEPA/Secten data, updated February 2008.

CO_2 EMISSIONS IN METROPOLITAN FRANCE BY SEGMENT

In millions of tons of CO_2	1990	1995	2000	2001	2002	2003	2004	2005	2006	2007 (1)
Power production	69	60	66	58	62	64	64	69	65	66
Industry	110	102	100	101	98	100	100	100	97	96
Residential/Commercial	83	87	87	97	87	91	95	95	92	85
Transportation	116	125	133	136	137	136	137	135	134	133
of which road	109	117	125	128	128	128	128	126	126	125
of which other transportation	8	8	8	8	9	8	8	8	8	8
Agriculture/Silviculture	9	9	9	9	9	8	9	8	8	8
Total with LULUCF	**344**	**328**	**338**	**339**	**326**	**329**	**332**	**336**	**321**	**311**

LULUCF: Land Use, Land Use Change and Forestry.
Sources: CITEPA/ CORALIE/ Secten format, February 2008.

AVERAGE CO_2 EMISSIONS OF NEW CARS IN FRANCE AND EUROPE

In grams of CO_2 per km	1995	1999	2000	2001	2002	2003	2004	2005	2006	2007
France										
Gasoline	177	171	168	164	164	163	162	159	155	153
Diesel	175	161	155	154	152	151	149	149	147	148
Total	**176**	**166**	**162**	**156**	**155**	**155**	**153**	**152**	**149**	**149**
European Union (15 countries)										
Total	**186**	**176**	**172**	**167**	**166**	**164**	**163**	**162**	**160**	**ND**

Sources: ADEME (April 2008) and the European Commission (December 2007).

FRANCE

AUTOMOTIVE TAXES AND FOREIGN TRADE

AUTOMOTIVE TAXES AND DUTIES

In € millions	1980	1990	2000	2003	2004	2005	2006	2007
Tax on road-use oil products (including VAT)	9,078	21,335	30,630	30,341	31,531	32,111	33,195	33,673
Automotive insurance tax	478	2,780	3,429	4,083	4,025	4,057	3,898	3,900
Tax on vehicle registration certificates	157	846	1,373	1,427	1,479	1,623	1,832	1,891
Road tax	866	1,901	539	148	129	145	19	0
Tax on company cars	199	345	644	827	843	867	1,126	892
Tax based on number of axles	59	75	223	184	216	205	215	217
Fixed rate police and traffic fines, sentence fines	154	317	720	810	1,076	1,266	1,162	1,163
Driver's license tax	88	86	4	4	-	-	-	-
Regional development tax	0	0	442	479	494	499	512	526
Government royalty	-	30	132	143	149	154	163	169
Total	**11,079**	**27,716**	**38,136**	**38,446**	**39,942**	**40,927**	**42,122**	**42,431**
VAT on spending to acquire and use vehicles	-	-	15,300 (1)	-	-	-	-	-
Highway tolls (including VAT)	610	2,592	5,330	6,973	7,296	7,666	8,193	8,838

Internal Revenue, CCFA, URF, Transportation Satellite Account (SESP), French National Transportation Accounting Commission.
(1) For 1998.

AUTOMOTIVE IMPORTS AND EXPORTS IN VALUE

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

In € millions and % year-on-year change	New cars		New light commercial vehicles		New heavy trucks		Parts and engines		Automotive industry sector		Used vehicles		Automotive sector	
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%
2005	26,187	-5%	2,630	-8%	2,669	-5%	19,543	1%	51,031	-3%	1,571	0%	52,602	-3%
2006	23,528	-10%	2,542	-3%	2,962	11%	21,147	8%	50,179	-2%	1,537	-2%	51,716	-2%
2007	**21,700**	**-8%**	**2,844**	**12%**	**3,482**	**18%**	**22,348**	**6%**	**50,375**	**0%**	**1,387**	**-10%**	**51,762**	**0%**
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%
2005	20,671	4%	2,969	12%	3,285	6%	15,897	6%	42,822	5%	765	18%	43,587	6%
2006	21,882	6%	3,150	6%	3,313	1%	16,558	4%	44,903	5%	744	-3%	45,648	5%
2007	**24,407**	**12%**	**3,429**	**9%**	**3,663**	**11%**	**17,794**	**7%**	**49,293**	**10%**	**982**	**32%**	**50,275**	**10%**
Balance (exports–imports)														
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	
2005	+5,517		-338		-616		+3,646		+8,208		+807		+9,015	
2006	+1,647		-608		-351		+4,588		+5,276		+793		+6,068	
2007	**-2,706**		**-586**		**-180**		**+4,554**		**+1,081**		**+405**		**+1,487**	
Coverage rate (exports/imports 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	
2005	127		89		81		123		119		205		121	
2006	108		81		89		128		112		206		113	
2007	**89**		**83**		**95**		**126**		**102**		**141**		**103**	

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.
Source: customs data processed by CCFA.

FRANCE

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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

Renault
13-15, quai Le Gallo – 92153 Boulogne-Billancourt Cedex
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Renault Communication
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www.renault.com

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Tel.: +33 (0)4 72 96 51 11
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Tel.: +33 (0)1 58 44 19 71 – Fax: +33 (0)1 58 44 19 75
www.renault-trucks.com

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

Henri Heuliez Group
7, rue Louis-Heuliez – BP 70209 – 79142 Cerizay Cedex
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www.heuliez.com

AUTOMOTIVE ORGANIZATIONS IN FRANCE

Association Française du Gaz Naturel pour Véhicules (AFGNV)
10, rue Saint-Florentin – 75001 Paris
Tel.: +33 (0)1 42 97 97 99 – Fax: +33 (0)1 42 97 40 60
www.afgnv.com

Chambre Syndicale Nationale des Carrossiers et Constructeurs de Semi-Remorques et Conteneurs (CARCOSERCO)
35, rue des Renaudes – 75017 Paris
Tel.: +33 (0)1 44 29 71 14 – Fax: +33 (0)1 42 67 69 33
www.carcoserco.org

Chambre Syndicale Internationale de l'Automobile et du Motocycle (CSIAM)
5, square de l'Avenue du Bois - BP 2116 – 75771 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

Conseil National des Professions de l'Automobile (CNPA)
50, rue Rouget-de-l'Isle – 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)
77-81, rue Jean-Jacques-Rousseau – 92158 Suresnes Cedex
Tel.: +33 (0)1 46 25 02 30 – Fax: +33 (0)1 46 97 00 80
www.fiev.fr

Syndicat des Constructeurs de Véhicules et 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)
28, rue Vignon – 75009 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 AUTOMOTIVE ORGANIZATIONS

Association des Constructeurs Européens d'Automobiles (ACEA)
85, avenue des Nerviens – 1040 Bruxelles (Belgium)
Tel.: +32 2 732 55 50 – Fax: +32 2 738 73 10
www.acea.be

ORGANISATION INTERNATIONALE DES CONSTRUCTEURS D'AUTOMOBILES (OICA)

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www.oica.net

AUTOMOTIVE ASSOCIATIONS IN FRANCE

40 Millions d'automobilistes
118, boulevard Haussmann – 75008 Paris
Tel.: +33 (0)1 44 90 00 24 – Fax: +33 (0)1 44 90 96 09
www.40millionsdautomobilistes.com

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)
32, avenue de New-York – 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.: 01 41 44 93 70 – Fax: 01 41 44 93 79
www.sia.fr

FRANCE

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Groupe d'Études et de Recherches Permanent sur l'Industrie et les Salariés de l'Automobile (GERPISA)
Université d'Évry-Val-d'Essonne – Rue du Facteur-Cheval
91025 Évry Cedex
Tel.: +33 (0)1 69 47 78 95 – Fax: +33 (0)1 69 47 78 99
www.gerpisa.univ-evry.fr

Institut Français du Pétrole (IFP)
1 et 4, avenue de Bois-Préau
92852 Rueil-Malmaison Cedex
Tel.: +33 (0)1 47 52 60 00 – Fax: +33 (0)1 47 52 70 00
www.ifp.fr

Institut National de Recherche sur les Transports et leur Sécurité (INRETS)
2, avenue du Général-Malleret-Joinville
94114 Arcueil Cedex
Tel.: +33 (0)1 47 40 70 00 – Fax: +33 (0)1 45 47 56 06
www.inrets.fr

Programme National de Recherche et d'Innovation dans les Transports terrestres (PREDIT)
Tour Pascal B – 92055 La Défense Cedex
Tel.: +33 (0)1 40 81 14 17 – Fax: +33 (0)1 40 81 15 22
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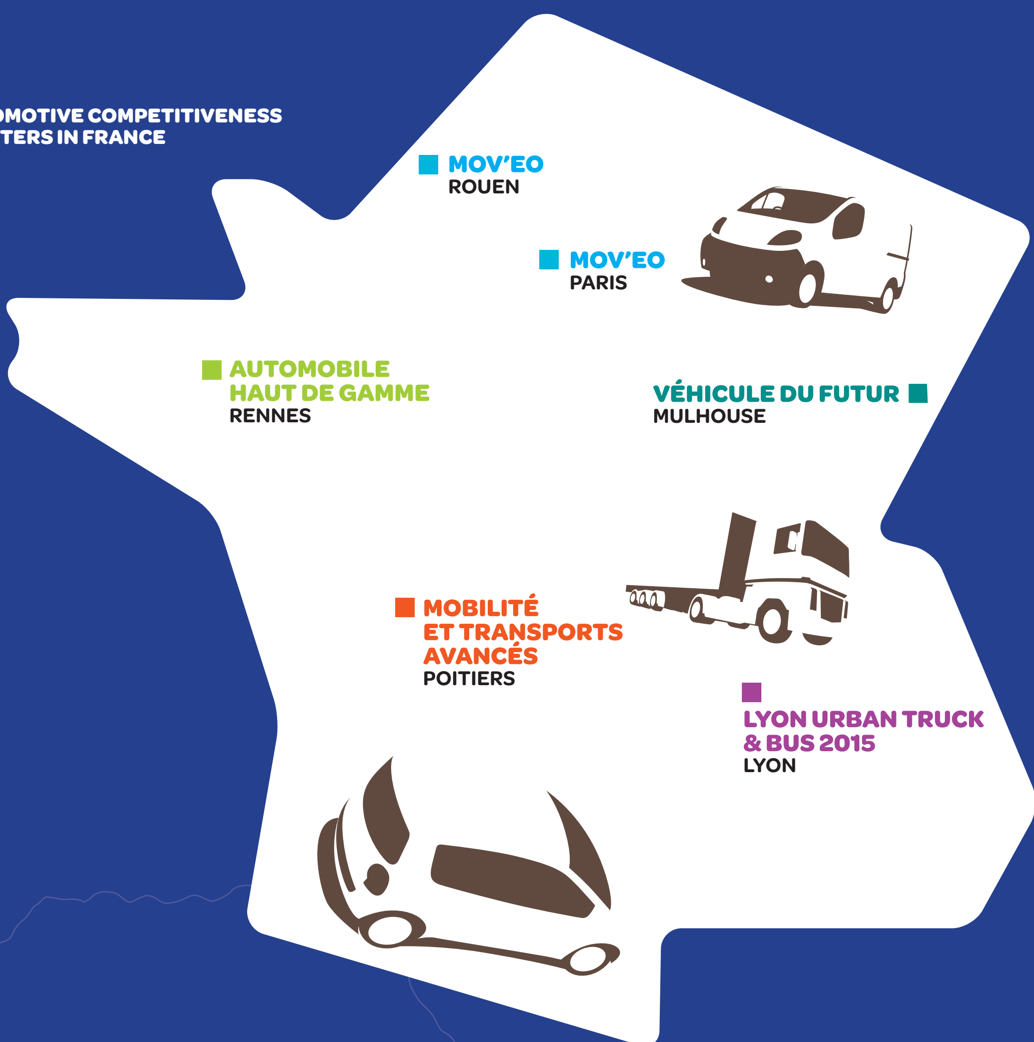
AUTOMOTIVE COMPETITIVENESS CLUSTERS IN FRANCE



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