

THE FRENCH AUTOMOTIVE INDUSTRY

2014 Analysis and Statistics



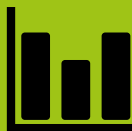
78%
OF VEHICLES
PRODUCED BY FRENCH
MANUFACTURERS ARE
SOLD ABROAD

€6.5

BILLION
FRENCH AUTOMOTIVE
INDUSTRY RESEARCH
AND DEVELOPMENT
BUDGET IN 2011



5.5
MILLION VEHICLES
WERE PRODUCED
BY FRENCH
MANUFACTURERS
WORLDWIDE



€39

BILLION
IN EXPORTS OF
AUTOMOTIVE
PRODUCTS FROM
FRANCE



Comité des Constructeurs Français d'Automobiles

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PATRICK BLAIN, CHAIRMAN OF THE CCFA

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EDITORIAL



In 2013, despite a very slow recovery in its key European market, the French automotive industry is still turned toward the future.

It continues to invest, it is consolidating its national industrial base and is continuing its expansion beyond Western Europe.

PATRICK BLAIN,
Chairman of the CCFA

Dear Sir/Madam,

Growth returned to the global economy in 2009 after the sharp downturn of 2008. The world's automotive industry attained new highs in 2013, producing more than 87 million vehicles. However, the results vary greatly by geographical region, with, on the one hand, the sluggishness in Western Europe and, on the other, the dynamism of the rest of the world. In the expanding regions, the situations are varied: new large players in the automotive industry, such as China and the ASEAN countries, are producing volumes never seen before, while some countries are slowing, such as India and Russia. Other countries, such as the United States and Japan, are making impressive recoveries from a profound crisis.

As a result of these developments, Western Europe's share in production is diminishing: it now accounts for only 15% of global production, compared with 29% in 2000. With globalization, the automotive industry is shifting towards the East. The developments in the market reflect this eastward shift. The slowdown did not tamp the strong urge for vehicle ownership in the emerging economies, and the demand among first-time car purchasers also remains robust. Conversely, since the last crisis, the markets of the countries of Southern Europe, where the problems of debts and a weak demand for replacement coincide, have fallen significantly and are not recovering: compared with 2007, sales are down 48% in Italy, 55% in Spain, 79% in Greece. Since 2007, the disappearance of four million vehicles from the Western European market, a major marketplace for French automakers, has had a terrible impact on the entire industry, both on production and sales. France had to tackle a 40% drop in industrial activity, while making every effort to improve domestic competitiveness. At least this bleak environment offers some upside: the necessity of French companies to look beyond the euro-zone has turned out to be particularly profitable for them. For the last two years (2012 and 2013), such sales represent more than 40% of their total sales. This well-entrenched strategy that has been in process for many years is paying off.

In 2013, French manufacturers produced 5.5 million vehicles worldwide, a creditable performance, at just 9% below the pre-crisis level of 2005. In France, automotive output contracted by 12%, to around 1.7 million vehicles. Various factors lie behind this contraction, the most prominent being

the weakness of the historical Eastern European markets and, above all, the lack of competitiveness of the French industry (well beyond the automotive sector). The report produced at the end of the Industry Summit (EGI) and, more recently, the Gallois Report clearly demonstrated the impact of heavy corporate taxation on the demise of French production. They propose measures to restore the profit margins of French industry, which have fallen compared with those of its European counterparts over several years now. The "Responsibility Pact" initiative, launched in January 2014 by the French President, is an element of this. It is essential to understand how urgent it is to take measures to return competitiveness to our domestic industry. One of the major stakes in this situation is to continue the manufacture of cars in France. All aspects of the automotive industry are affected, including assembly and mechanical production, and research and development, but the impact extends to the contributing industries; the suppliers to the French automakers, on which automakers spend € 44 billion per year. In this context of structural crisis, other storm clouds are gathering for the French automotive industry. Intellectual property protection of bodywork parts is still threatened, and its elimination would seriously affect investments in technological innovation.

Political vagaries surrounding a rise in taxation on diesel fuel would jeopardize the future of the significant groundbreaking progress made by French automakers in modernizing diesel, quite apart from the negative social impacts and the lack of sense from an ecological point of view. A significant contribution to the poor air quality in urban areas is made by the large number of older, more inefficient cars on the road. Progress toward cleaner air could be made by providing cash incentives for drivers of these cars to upgrade. This is a powerful lever for reducing emissions of pollutants and CO₂ by road traffic.

Despite the crisis, the automotive industry has continued to invest in the future since 2007. R&D expenses stand at around € 6 billion per year. The auto industry is still the leader in terms of R&D and of patent filings in France. French auto engineers do not lag the world on innovation: they are the leading developers of electric and hybrid technologies, and have made breakthroughs in the area of cars consuming two liters per 100 km. With the Automotive Industry Platform (PFA), set up

at the time of the 2009 crisis, manufacturers undertook a meaningful restructuring of the automotive industry with their equipment maker and supplier partners. Research was added to the four existing priorities of lean manufacturing, tomorrow's skills and specialties, better information and communication management and a mid- and long-term strategy in terms of products and international development. Three committees were set up in support of this new initiative: the CTA (Automotive Technical Committee), the CSTA (Automotive Standardization Committee) and the CRA (Automobile Research Committee). The automotive industry is giving thought to its future in common. In this unstable and highly complex economic universe, the CCFA keeps pace and consolidates its ability to produce quality work. It addresses the themes provided by its members in its efforts to analyze and better convey the automotive industry in France and in the world. Domestically, the CCFA is the active partner of the other professional associations of the industry, such as the CNPA for distribution and repairs, the FIEV for equipment, and the CSIAM for the foreign makes. In the large projects affecting the automobile and its general environment, the CCFA is still deeply involved in the joint discussions. 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 OICA – of which it is currently president – and EAMA, and contributes abundantly to the analytical capabilities and statistical data produced by these organizations.

You will be reassured of the success of our efforts as you read this new edition of Analysis and Statistics. We are always eager to hear from you. Please don't hesitate to contact us or consult our website (www.ccfa.fr).

Best regards.

THE FRENCH AUTOMOBILE MANUFACTURERS' ASSOCIATION

Comité des Constructeurs Français d'Automobiles (CCFA) is the French automobile manufacturers' trade association. Its members are: Alpine, PSA (Automobiles Citroën - Automobiles Peugeot), Renault and Renault Trucks. Its mission is to study and defend the business and industrial interests (excluding labor issues which are the remit of the UIMM) of all French automobile manufacturers on both national and international levels.

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

Other sectors of the automotive industry (parts and equipment manufacturers, dealers, body manufacturers) have their own trade associations (FIEV, CNPA, FFC, *Fédération des Industries Electriques, Electroniques et de Communication* – Electrical, Electronic and Communications Industry Federation, *Fédération des Industries Mécaniques* – Mechanical Industry Federation, *Fédération Forge Fonderie* – Forging Foundry Federation, *Groupe Plasturgie Automobile* – Automotive Plastics Group, *Syndicat National du Caoutchouc et des Polymères* – National Union of Polymers and Rubber Industries, etc.). In 2009, during the crisis, French automobile

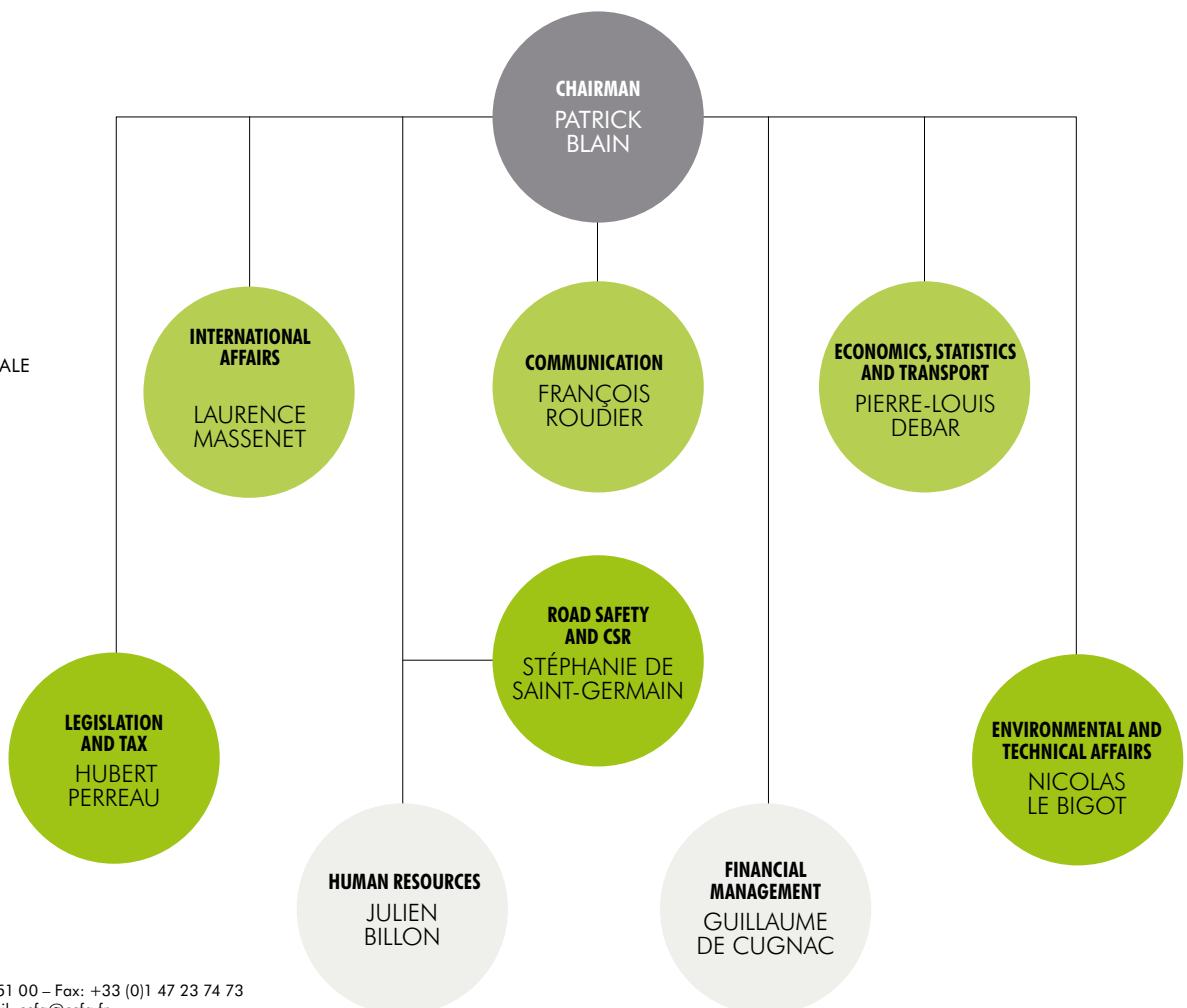
manufacturers and their suppliers came together within the Liaison Committee of Automotive Suppliers (CLIFA – *Comité de Liaison des Fournisseurs de l'Automobile*) to establish the Automotive Branch Platform (PFA – *Plateforme de la Filière Automobile*), which has the task of contributing to reinforcing the French automotive industry. Among the various committees making it up (including strategy and competitiveness, industrial performance, trades and skills), in 2012 the *Comité Technique Automobile* (CTA – Automotive Technical Committee) was added, along with its two boards, the *Comité de Standardisation Technique Automobile* (CSTA – Automotive Technical Standardization Committee) and the *Comité de Recherche Automobile* (CRA – Automotive Research Committee), their role being to guide research and development. Foreign brands are represented by the *Chambre Syndicale Internationale de l'Automobile et du Motocycle* (CSIAM – International Association of the Automobile and the Motorcycle).

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.

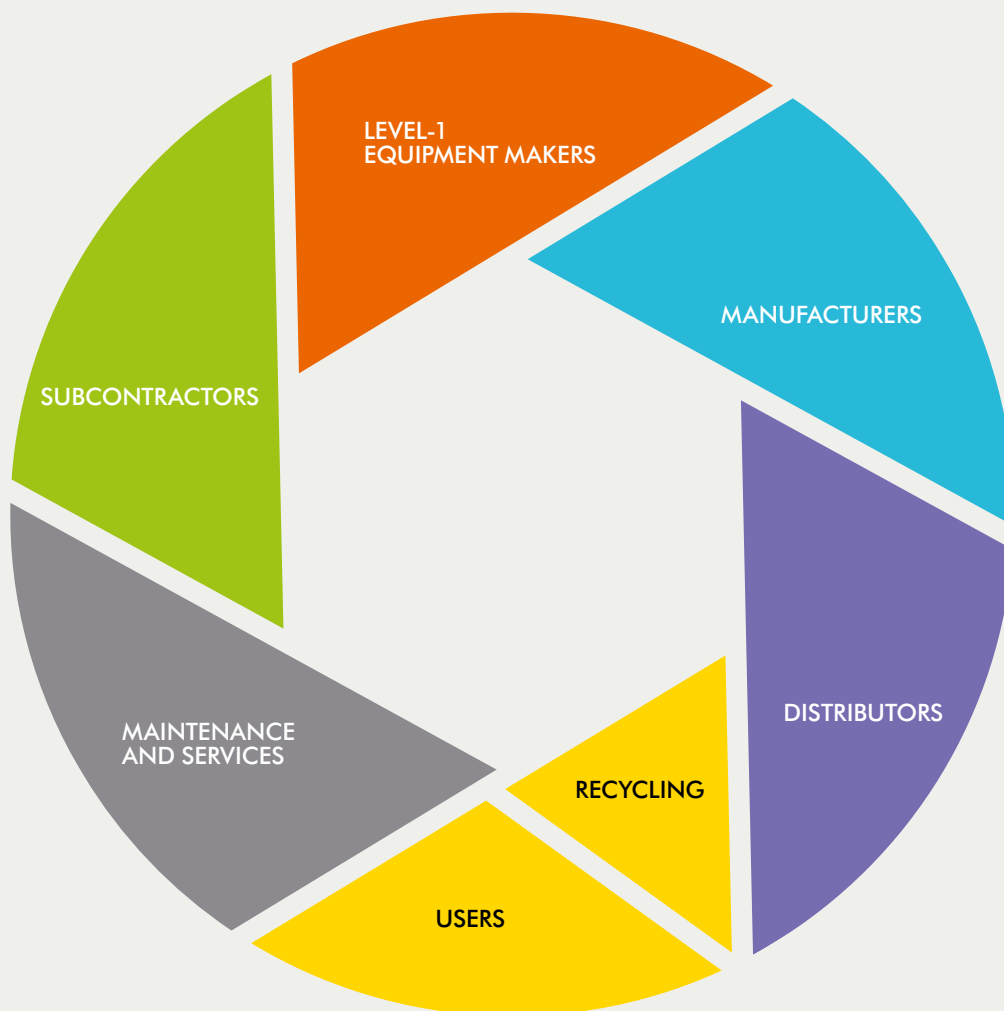


1909

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



THE AUTOMOTIVE INDUSTRY IN FRANCE



28%
REDUCTION

SINCE 1990 IN THE AMOUNT OF CO₂ EMITTED BY A HEAVY TRUCK TRANSPORTING ONE METRIC TON OF FREIGHT ONE KILOMETER ACROSS FRANCE

2.2
BILLION
EURO,

TOTAL INVESTMENTS OF FRENCH AUTOMOTIVE MANUFACTURERS IN 2012

44
BILLION
EURO,

TOTAL AUTOMOTIVE INDUSTRY PURCHASES IN FRANCE IN 2012

4
UNITS

OF VALUE ADDED IN THE NATIONAL ECONOMY GENERATED FOR EACH UNIT OF VALUE ADDED IN THE AUTOMOTIVE SECTOR

32
GRAMS

OF CO₂/KM, REDUCTION OF AVERAGE CO₂ EMISSIONS OF NEW PASSENGER CARS IN FRANCE SINCE THE IMPLEMENTATION OF THE BONUS-MALUS SCHEME

GLOBAL AUTO MARKET STILL VIBRANT, THOUGH LOCAL DEVELOPMENTS VARY

The major markets for French companies outside Europe are in the emerging economies. However, since the end of 2013, they have been in freefall, except for China. At the same time, the European markets are just starting to recover, which means that French manufacturers can take advantage of these cyclical fluctuations.

Production by French manufacturers has declined by 10% compared with the level prior to the 2008 financial and economic crisis; meanwhile emerging economies have experienced significant growth. These economies, like the United States, have surpassed their pre-crisis levels by a great deal, whereas in other developed countries - includ-

ing the eurozone - that is not yet the case. Sales outside of Western Europe have risen by 610,000 units since 2007, reaching 2.7 million vehicles in 2013. These regions where the level of vehicle ownership is generally much lower than in Western Europe represent markets of large potential within which European manufacturers would be wise to continue and expand their investment, regardless of cyclical fluctuations.

The market in Western Europe, a mature automobile zone, remains the base market for French manufacturers. In the period 2007-2013, meanwhile, sales fell by a million vehicles to 2.8 million. The major cause of this decline is the collapse of the markets in Southern Europe and France, particularly (a decline of 4.1 million since 2007). To weather the development of overseas competition, French manufacturers continued to ensure the future through investment in France in research and development and also plants.

KEY DATA

In thousands

	1997	2007	2012	2013	Change 2013-2012	Change 2013-2007
World production of French manufacturers	4,046	6,188	n/a	n/a	n/a	n/a
Passenger cars	3,472	5,301	4,863	4,794	-1.4%	-9.6%
Light commercial vehicles	507	830	714	745	4.4%	-10.3%
All light vehicles	3,979	6,131	5,576	5,539	-0.7%	-9.7%
Heavy trucks (at constant scope)	36	58	n/a	n/a	n/a	n/a
Production of French manufacturers in France	2,525	2,573	1,647	1,445	n/a	n/a
Passenger cars	2,235	2,165	1,377	1,164	-15.5%	-46.3%
Light commercial vehicles	258	352	270	282	4.5%	-20.0%
All light vehicles	2,493	2,518	1,647	1,445	-12.2%	-42.6%
Heavy trucks	30	55	n/a	n/a	n/a	n/a
Vehicle exports outside France	2,822	4,697	4,404	4,373	-0.7%	-6.9%
Passenger cars	2,526	4,110	3,898	3,842	-1.4%	-6.5%
Light commercial vehicles	276	549	481	511	6.4%	-6.8%
All light vehicles	2,802	4,659	4,379	4,354	-0.6%	-6.6%
Heavy trucks	20	38	25	19	-25.6%	-49.8%
Vehicle exports outside Europe (17 countries)	659	2,110	2,747	2,722	-0.9%	29.0%
Passenger cars	563	1,914	2,504	2,486	-0.7%	29.9%
Light commercial vehicles	88	178	228	225	-1.2%	26.4%
All light vehicles	651	2,092	2,731	2,711	-0.7%	29.6%
Heavy trucks	8	18	16	11	-31.8%	-41.3%
Vehicle registrations in France	2,068	2,629	2,332	2,207	-5.3%	-16.0%
Passenger cars	1,713	2,110	1,899	1,790	-5.7%	-15.1%
Light commercial vehicles	313	461	384	367	-4.4%	-20.4%
All light vehicles	2,026	2,571	2,283	2,158	-5.5%	-16.1%
Heavy trucks	39.3	52.5	43.4	43.3	-0.3%	-17.7%
Coaches and buses	3.1	5.5	5.5	6.3	14.0%	15.1%
Registrations in Europe (17 countries) of vehicles from French groups	3,300	3,906	2,907	2,804	-3.6%	-28.2%
Passenger cars	2,841	3,181	2,374	2,287	-3.7%	-28.1%
Light commercial vehicles	432	690	510	497	-2.7%	-28.0%
All light vehicles	3,273	3,871	2,884	2,783	-3.5%	-28.1%
Heavy trucks	27	35	23	21	-11.6%	-40.8%

	Units	2012	2013	Change 2013-2012
Market share of French groups (new light vehicles)				
In France	%	54.9%	55.5%	0.7 point
In Europe 17 countries (excluding France)	%	15.0%	14.7%	- 0.3 point
In Europe 17 countries	%	21.9%	21.6%	- 0.4 point
Market share of French makes (new heavy trucks)				
In Europe 17 countries	%	9.6%	8.1%	- 1.6 points
French manufacturers' position in world production (PSA Peugeot Citroën and Renault-Dacia-Samsung)				
Passenger cars	%	7.7%	7.3%	- 0.4 point
Commercial vehicles	%	3.4%	3.4%	0.0 point
Total	%	6.6%	6.3%	- 0.3 point
French automobile international trade				
Exports	(In billions)	41.2	40.0	-2.9%
Imports	(In billions)	44.6	45.6	+ 2.3%
Balance	(In billions)	-3.3	-5.6	-2.2
Automotive industry contribution to foreign trade goods balance				
Exports	%	9.5%	9.4%	- 0.1 point
Imports	%	8.6%	9.0%	0.4 point
World key figures for French manufacturers (PSA Peugeot Citroën + Renault)				
Sales	(In billions)	96.7	95.0	- 1.8%
Capital expenditure	(In billions)	4.2	3.3	-21.5%
No. of employees	(In thousands of people)	331	319	-3.8%
Jobs related to the automotive industry in France				
Automotive industry	(In thousands of people)		201	
As a share of industry (including food industries, etc.)	%		6%	
Total (directly and indirectly related)	(In thousands of people)		2,323	
As a % of the employed working population	%		9%	

Following the unprecedented contraction of 2009 due to the economic and financial crisis, world GDP has returned to growth, achieving the same quick pace it had experienced up until 2007, before slowing back to under 3% in 2012 and 2013.

As in previous years, there was a distinction in growth rates between the OECD members, whose GDP rose by 1%, and emerging economies (up 5%), led mainly by China, as well as Indonesia and Nigeria. After a sharp decline starting in 2012, growth in Latin America was spurred more by Argentina than by Brazil in 2013. Russia's growth also continued to slow.

Raw material prices remained near record highs throughout 2012, near the peaks of 2008, especially in the case of oil. While this decline in gasoline prices helped sustain consumer purchasing power in the short term, households in Europe were still suffering the effects of this crisis, reflected in the high unemployment levels that affected their confidence. Investment by companies declined in Western Europe for the second year running, closely mirroring the drop in domestic demand. In addition, the reduction of state deficit levels, due both to falling expenditures and to increased taxes and social charges, had an effect on agents in the economy and thus on the level of the vehicle markets.

Apart from the collapse of the Western Europe base market compared with the levels observed prior to the crisis, French automobile manufacturers need to deal with consumer decisions about what to buy, the rising cost of raw materials for manufacturing processes, and dearer and/or less-accessible short- and long-term capital, made worse by the financial crisis and the continuing strength of the euro against other leading currencies. Despite everything, they must continue to meet society's demands, which require considerable research and development expenditure. This crisis has impacted the entire automobile industry, both upstream through suppliers and downstream with transportation and the sale/maintenance of vehicles. In this economic and financial environment, in 2013 the world automotive market reached a new peak of 85.5 million vehicles; supported for the most part by the strong growth of developing countries and the continued recovery of the North American market. In Western

Europe, the new vehicle markets have fallen to very low levels, under the impact of significant declines in France, Italy and the Netherlands, yet sustained by ongoing growth in the United Kingdom. In light of an unfavorable country mix effect, the market share of French manufacturers has declined somewhat, below its 1997 level, in a context of even stiffer competition.

In Eastern Europe, a promising revival of the auto market was stymied by market declines in Russia and Ukraine. However, to satisfy vehicle ownership requirements, French manufacturers continued to develop commercially and industrially in this area whose opportunities should eventually grow.

The rise in the Asian market in general reflects the strength of the growth in sales in China, which has been the biggest auto market since 2009. Sales in other Asian countries are all over the map: a 30% fall in Iran, significant declines in India and Thailand, while growth continued in Malaysia and Indonesia. Sales in the region (excluding the Middle East) by French manufacturers grew strongly in 2013, to 840,000 vehicles (an increase of 18%). This growth is bound to continue, since investment continues (PSA Peugeot Citroën with its partners in China and Renault in India) and the vehicle ranges are being renewed and adapted.

In Latin America, where markets have reached all-time highs, though with smaller advances than in recent years, French manufacturers' sales grew to nearly 810,000 vehicles, exceeding their sales in Eastern Europe, including Turkey, for several years running. New investments and renewed, adapted vehicle ranges have been voted by French manufacturers, in an attempt to address the continuing expansion of the vehicle market in this region.

Africa disappoints, after the strong growth recorded by French manufacturers in 2012 (an increase of 110,000 vehicles); total sales fell to 300,000, a discrepancy of 40,000 vehicles.


612,000
EXTRA SALES
 OUTSIDE OF EUROPE
 17 COUNTRIES BETWEEN
 2007 AND 2013 BY
 FRENCH AUTOMOTIVE
 MANUFACTURERS

WORLD MOTOR VEHICLE PRODUCTION

In 2013, world vehicle production grew by 4% to 87.3 million vehicles, which is the fourth record since the 2009 decline. This increase represented a volume of 3.1 million vehicles. Worldwide production of vehicles was around 50 million units in 1990, growing to nearly 60 million in 2000. Before the 2009 crisis, when it plummeted, it exceeded the threshold of 70 million vehicles. Since that time, it has achieved a more than 20% increase.

In the developed regions, there is no consistency to the way production

levels have developed compared with that of 2007: it fell in Western Europe (down 18%) and in Japan (down 17%), while it is up 7% in the NAFTA countries (Canada, USA and Mexico) and up 11% in South Korea. In emerging economies which are currently the main areas for growth in the automotive industry, production is a much higher than before the crisis. In 2013, production grew by 50% compared to 2007 levels in Asia-Pacific (more than doubling in China), 26% in Latin America and 13% in the new EU member states.

WORLD MOTOR VEHICLE

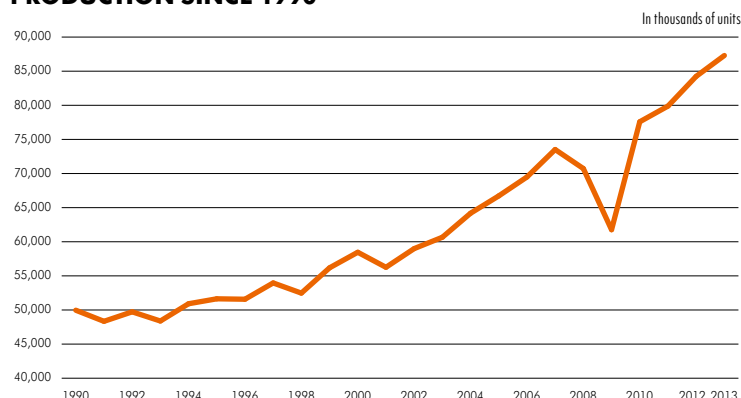
	Total		Change
	2012 thousands	2013 thousands	2013/2012 %
Europe	19,857	19,726	-0.7
of which:			
Spain	1,979	2,163	9.3
France	1,968	1,740	-11.6
Italy	672	658	-2.0
United Kingdom	1,577	1,597	1.3
Sweden	163	161	-1.1
Central and Eastern Europe	5,962	5,835	-2.1
Turkey	1,073	1,126	4.9
North and South America	20,086	21,136	5.2
of which:			
NAFTA ⁽¹⁾	15,798	16,478	4.3
South America	4,289	4,658	8.6
Asia-Pacific	43,709	45,801	4.8
of which:			
Japan	9,943	9,630	-3.1
South Korea	4,562	4,521	-0.9
China	19,272	22,117	14.8
India	4,175	3,881	-7.0
ASEAN ⁽²⁾	4,160	4,360	4.8
Africa	586	637	8.5
TOTAL	84,239	87,300	3.6
Change 2013/2012		+3.6%	

Double counting is eliminated in regional totals.

(1) NAFTA: Canada, USA and Mexico. (2) ASEAN: Brunei, Cambodia, Indonesia, Laos, Malaysia, Myanmar, Philippines, Singapore, Thailand, Vietnam.

Sources: OICA, CCFA estimates for July 2014.

CHANGES IN WORLD MOTOR VEHICLE PRODUCTION SINCE 1990



Source: OICA.



87.3

MILLION
NEW RECORD FOR
THE NUMBER OF
VEHICLES PRODUCED
IN THE WORLD
IN 2013

In Western Europe, there is a wide spread in how vehicle production has developed: from a 12% drop for France to a 16% increase for Austria, with a 9% increase for Spain and a 1% rise for Germany and the United Kingdom.

In the Americas, production rose 4% in the NAFTA zone, and a healthy 9% in South America.

As regards Asia-Pacific, which represents more than half of world production, growth of production in Indonesia (+13%) increased, though at a slower rate than in previous years. India's production

dropped by 7%, while China—the world's largest auto builder since 2008—recorded a rise of 15%. Output grew in both Malaysia (6%) and Thailand (1%). Conversely, East Asia's mature auto economies posted declines in production: Japan (down 3%) and South Korea (down 1%).

Between 2000 and 2013, the global production of motor vehicles (87.3 million) increased by nearly 50%, but there is no consistency among regions.

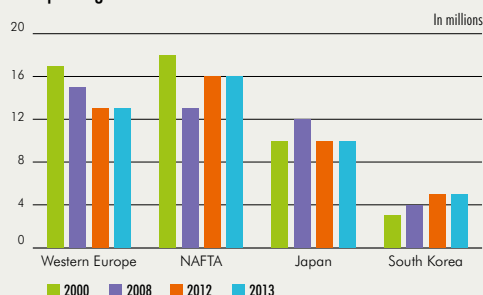
In developed economies, production dropped by nearly 5 million vehicles (10%), reaching a level of 43 million units. This accounted for only a little less than half of the worldwide production, more than 30 points less than in 2000. Within these regions, North American production dropped by 1.2 million vehicles (down 7%) and production in Western Europe dropped by over 4 million (down 25%). Japanese production fell by around 500,000 units in 2013 (5% below the 2000 level). On the other hand, production

in South Korea—a country which has benefited from more favorable exchange rates—grew by 1.4 million units (+ 45%).

In emerging regions, production rose by almost 33 million vehicles, supported by China (+ 20 million), representing 25% of world production in 2013, against less than 4% in 2000; Turkey and Central and Eastern Europe (+ 3.9 million and a market share of 8%, against 5%), Indonesia, Iran, Malaysia and Thailand (+ 3.7 million and a market share of 6% against 2%), South America (+ 2.6 million and a market share of 5% against 4%) and India (+ 3.1 million and a market share of 4% against 1%). Overall, the market share in these emerging countries or regions rose from 16% to 49% in this period.

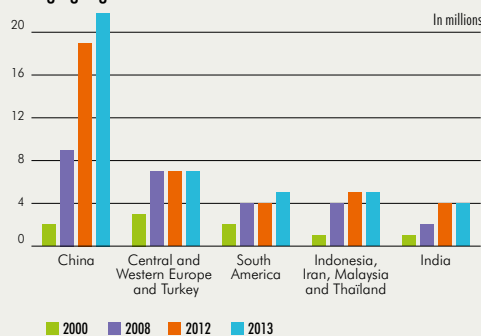
WORLD PRODUCTION OF ALL VEHICLES

Developed regions and countries

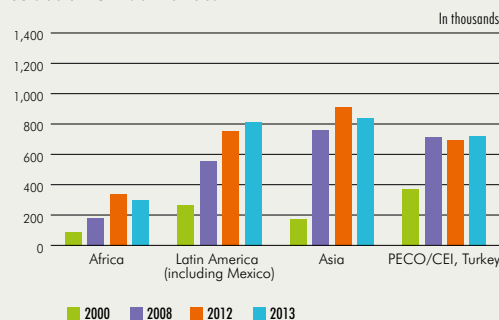


Sources: CCFA, OICA.

Emerging regions and countries

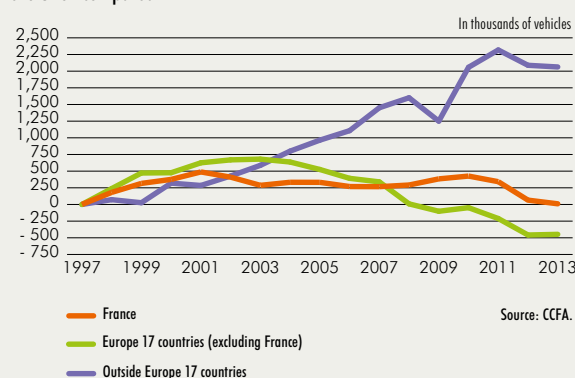


Evolution of markets for French manufacturers outside of EU-17: all vehicles



Source: CCFA.

World markets of French manufacturers: evolution compared with 1997



Source: CCFA.

In this context of changing world production, French manufacturers substantially increased exports to these emerging regions.

They grew by 1.8 million units between 2000 and 2013, excluding EU-17 countries, to reach 2.7 million vehicles.

After rising quickly prior to the crisis, these exports fell and then resumed their growth sharply compared with 2008: 261,000 extra units in Latin America (including Mexico), 117,000 more units in Africa, 80,000 more in Asia, and an increase of 12,000 in the Central and Eastern European countries and Turkey. On the other hand, exports to Spain and Italy dropped by 137,000 and 77,000 units, respectively.



49%
MARKET SHARE
OF EMERGING
REGIONS IN WORLD
MOTOR VEHICLE
PRODUCTION
IN 2013

WORLD RANKINGS OF AUTOMOBILE MANUFACTURERS

The 13 leading manufacturers—including French groups PSA Peugeot Citroën and Renault—account for 70% of the world's production, producing more than two million vehicles each. The weakness of the European market hit the performance of PSA Peugeot Citroën and Renault hard, knocking them to tenth and

eleventh place respectively in the world rankings. The production of French manufacturers accounted for 6% of world production in 2012, the same as during the last crisis of 1997, which is much lower than the record level of 9.8% reached in 2001.

WORLD PRODUCTION, IN NUMBER OF VEHICLES, IN 2013

	World ranking	All vehicles ⁽¹⁾
Toyota-Daihatsu-Hino ⁽²⁾	1	10,325
General Motors (Opel-Vauxhall-GM Daewoo) ⁽³⁾	2	9,629
Volkswagen Group	3	9,603
Hyundai-Kia	4	7,233
Ford ⁽³⁾	5	6,077
Nissan	6	4,951
Fiat-Chrysler	7	4,682
Honda	8	4,298
Suzuki-Maruti	9	2,842
PSA Peugeot Citroën	10	2,834
Renault-Dacia-Samsung	11	2,705
Daimler	12	2,306
BMW (including Mini)	13	2,006
SAIC	14	1,992
Changan	15	1,342
Mazda	16	1,264
Dongfeng Motor	17	1,239
Mitsubishi	18	1,229
Tata (Telco, Jaguar, Land Rover, Tata Daewoo)	19	1,063
Geely-Volvo	20	970
Fuji (Subaru)	21	809
Great Wall	22	758
FAW	23	718
BAIC	24	687
Mahindra	25	585
Brilliance	26	583
Isuzu	27	533
JAC	28	518
BYD	29	511
AvtoVaz	30	507
Chery	31	477
Chongqing Lifan Motor Co.	32	246
Volvo - Renault Trucks - Mack - UD Trucks	33	232
Guangzhou Auto Industry	34	161
China National Heavy Duty Truck	35	155
Proton	36	140
Paccar	37	136
Hunan Jiangnan Automobile Manufacturing Co.	38	134
GAZ	39	127
Shannxi	40	104

Note: The production of Chinese manufacturers does not include joint ventures.

(1) The vehicles include passenger cars, light commercial vehicles, heavy trucks, coaches and buses.

(2) Of which Daihatsu had 1,250,000 and Hino 179,000.

(3) The output of GM and Ford include their activities in China.

Sources: OICA, CCFA estimates for July 2014.



6%
MARKET SHARE
OF FRENCH
MANUFACTURERS IN
WORLD AUTOMOBILE
PRODUCTION IN 2013

In a context of dynamic growth, world production rose by 4%, while results differ depending on the company.

Toyota has occupied first place since 2006 with a 2% rise in its production, the strong recovery of 2012 making up for the drop of 2011 consequent to the tsunami. The volumes of GM and Ford benefited from the healthy state of the North American market. The Volkswagen Group (up 4%), with a major presence in emerging economies, still held third place. Among the Asian manufacturers, Hyundai-Kia (up 1%, 4th place), Nissan (up 5%, 6th place) and Honda (up 5%/ 8th place) maintained their rankings. Conversely, Japanese manufacturer Suzuki-Maruti (down 2%, 9th place) rose in the ranking despite its drop in production. The European groups have experienced different types of growth. The production of generalist manufacturers PSA Peugeot Citroën (down 3%) declined, while that of Renault (up 1%)

increased, and that of Fiat-Chrysler (up 4%) improved thanks to the American make (up 19%). The German groups Daimler and BMW—specialists in premium ranges—continued their growth after being greatly affected by the crisis. Manufacturers in emerging countries (China, India) also have different levels of growth. Output by Changan (up 26%), SAIC (up 12%) and Dongfeng Motor (up 9%) increased, whereas that of Tata declined sharply (down 15%). Furthermore, in 2000, the European, US and Japanese manufacturers produced more than 60% of their output in their home market, while Korean auto makers devoted 90% of their output to domestic consumption. By 2012, the European and Korean auto makers were producing only around half for the domestic market, while around a third of the output of US and Japanese manufacturers were aimed at domestic consumers.

TRENDS IN PRODUCTION AND TRADE AMONG THE WORLD'S THREE LEADING AUTOMOTIVE REGIONS

Whereas the European Union was market leader for many years, since 2010 it has become the world's second production zone, whilst remaining open. The collapse of its domestic market since 2008 explains the reduction of imports as well as production. Its expansion of exports has not been enough to make up for this sharp drop in production for the domestic market. In North America including Mexico, production—essentially for the local market—continued to

recover and has now returned to its record 2000 level of 1.2 million vehicles. Exports from Japan account for nearly half of its output. Imports, meanwhile, still only account for less than 5 % of total car registrations. Outside of these three historical regions, China, which became the largest producing country in 2010, essentially only produces to satisfy its domestic market; imports, like exports, represented around 5% of its production.

TRENDS IN PRODUCTION AND TRADE AMONG THE WORLD'S THREE LEADING AUTOMOTIVE REGIONS

European Union ⁽¹⁾			United States, Canada and Mexico ⁽²⁾		Japan	
Passenger cars						
Production	in thousands	index (100=1990)	in thousands	index (100=1990)	in thousands	index (100=1990)
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
2010	15,289	120	5,084	71	8,310	85
2013	14,709	116	7,084	99	8,189	84
Imports ⁽²⁾	in thousands	% of total	in thousands	% of total	in thousands	% of total
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%
2010	1,900	12%	2,310	45%	186	2%
2013	1,900	13%	2,662	38%	279	3%
Exports ⁽²⁾	in thousands	% of total	in thousands	% of total	in thousands	% of total
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%
2010	3,400	22%	857	17%	4,275	51%
2013	4,500	31%	1,362	19%	4,066	50%
Commercial vehicles						
Production	in thousands	index (100=1990)	in thousands	index (100=1990)	in thousands	index (100=1990)
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
2010	1,819	114	7,089	156	1,319	37
2013	1,880	118	9,394	206	1,441	41
Imports ⁽²⁾	in thousands	% of total	in thousands	% of total	in thousands	% of total
1980	101	6%	125	6%	1	0%
1990	258	16%	399	9%	1	0%
2000	242	10%	915	11%	8	0%
2010	310	17%	1,136	16%	2	0%
2013	290	15%	1,536	16%	2	0%
Exports ⁽²⁾	in thousands	% of total	in thousands	% of total	in thousands	% of total
1980	362	23%	114	5%	2,020	50%
1990	179	11%	32	1%	1,349	38%
2000	248	11%	339	4%	659	37%
2010	330	18%	177	2%	566	43%
2013	420	22%	273	3%	609	42%

(1) The number of countries included in the "European Union" corresponds to the number of member states in the year in question.

(2) EU community trade is not included.

(3) Source: Ward's since 1999; Mexico is included since 2009.

Sources: Eurostat, CCFA since 1991.

Trends in the world's three leading automotive regions have contrasted sharply since 1990.

In the European Union vehicle production increased by 16% (compared to + 38% in 2007) and exports—already significant—were up by nearly 94%.

In North America, including Mexico since 2009, production has risen by 41% over its 1990 level. Imports, which were already large in 1990 and which had since continued to rise, were 23% greater than those of 1990.

Exports only represented 10% of production (30% for the EU and 49% for Japan).

Finally, in Japan, vehicle production fell by 28 % due to the shrinking domestic and export markets. These markets, which had suffered a decade of decline until 2001 (29% lower than 1990), had previously grown sharply as the yen weakened and, in 2008, were 15% higher than in 1990. In 2013 they were 20% lower, chiefly due to the production of plants belonging to Japanese manufacturers outside of Japan.



49%
PERCENTAGE

OF VEHICLES
MANUFACTURED FOR
EXPORT IN JAPAN IN 2013

WORLD VEHICLE MARKETS

In 2013, the world automotive market continued to grow (4% to 85.5 million vehicles), setting a new record. While the markets grew in the emerging regions and in North America, new vehicle registrations decreased in Europe and in Asia (excluding China and Japan). The leading markets in the world (China, USA, Japan, Brazil and Germany) account for nearly two-thirds of world sales. In 2005, China took third place in the rankings, and Brazil tenth.

In the main industrialized regions, where vehicle ownership rates have achieved maturity, the markets remain well below previous levels, and their share of the world markets is now only 45%, whereas it was 68% in 2005.

While there is no consistency of performance in the emerging economies, generally they are not as active as they were in 2012.

WORLD VEHICLE MARKETS

	Passenger cars				Commercial vehicles				Total		Change
	2012		2013		2012		2013		2012	2013	2013/2012
	thousands	%	thousands	%	thousands	%	thousands	%	thousands	thousands	%
Europe	16,193	26.8	15,890	25.3	2,473	11.4	2,392	10.5	18,666	18,282	-2.1
of which:											
Western Europe	11,765	19.5	11,547	18.4	1,646	7.6	1,627	7.2	13,411	13,174	-1.8
Central and Eastern Europe	4,420	7.3	4,336	6.9	826	3.8	764	3.4	5,246	5,101	-2.8
North and South America	13,144	21.7	13,526	21.5	10,529	48.5	11,478	50.6	23,673	25,004	+ 5.6
of which:											
NAFTA ⁽¹⁾	8,640	14.3	9,039	14.4	8,887	40.9	9,725	42.8	17,527	18,764	+ 7.1
USA	7,242	12.0	7,586	12.1	7,544	34.8	8,298	36.6	14,786	15,884	+ 7.4
South America	4,504	7.4	4,486	7.1	1,642	7.6	1,753	7.7	6,146	6,239	+ 1.5
Asia-Pacific	29,954	49.5	32,169	51.2	8,288	38.2	8,380	36.9	38,243	40,549	+ 6.0
of which:											
China	15,495	25.6	17,929	28.6	3,811	17.6	4,055	17.9	19,306	21,984	+ 13.9
South Korea	1,325	2.2	1,244	2.0	237	1.1	300	1.3	1,562	1,544	-1.2
Japan	4,572	7.6	4,562	7.3	797	3.7	813	3.6	5,370	5,376	+ 0.1
ASEAN ⁽²⁾	2,154	3.6	2,353	3.7	1,344	6.2	1,223	5.4	3,497	3,577	+2.3
Other Asia-Pacific	6,408	10.6	6,081	9.7	2,099	9.7	1,989	8.8	8,507	8,070	-5.1
Africa	1,182	2.0	1,201	1.9	417	1.9	452	2.0	1,599	1,653	+ 3.3
TOTAL	60,473	100.0	62,786	100.0	21,708	100.0	22,702	100.0	82,181	85,489	+ 4.0
Change 2013/2012			3.8%				4.6%			4.0%	

(1) NAFTA: Canada, USA and Mexico.

(2) ASEAN: Brunei, Cambodia, Indonesia, Laos, Malaysia, Myanmar, Philippines, Singapore, Thailand, Vietnam

Source: OICA.



1 QUARTER

CHINA'S SHARE OF
WORLD SALES IN 2013

In the United States, the consequences of the financial crisis, which had called a halt to household consumption, continued to be less severe and the market recovered further with nearly 16 million vehicles, compared to over 17 million between 2004 and 2006. In Western Europe, the market dropped again, but at a slower pace, to 13.2 million vehicles, against 17.3 million in 2007. Variations in other countries were disparate, ranging from a 16% fall in the Netherlands to an 11% jump in the United Kingdom, and including a 4% decline in Germany, and a 4% increase in Spain (thanks to the demand support plan that started late in 2012).

In Central and Eastern Europe, the strong growth of recent years returned in Turkey (9%), after stalling in 2012. The Russian and Ukrainian markets slumped (by 6% and 12% respectively).

China, where access to vehicle ownership is constantly expanding, in pace with the rise in its standard of living, saw its market increase by more than 14% to 22 million vehicles, despite the limitation on the number of new vehicles in large cities. Its status as the world's leading automotive market remains intact. Sales are stable in Japan

(at 5.4 million vehicles) after the strong recovery of 2012, wiping out the drop of 2011 due to the tsunami. However, they are still lagging the healthy sales of the 2000s. Vehicle registrations in South Korea declined for the second year running (down 1%, to 1.5 million vehicles). In the Asia-Pacific region, excluding the big three (China, Japan and South Korea), the 3% drop in 2013 (to 11.6 million units) put a damper on the growth until then. However, the performances of the countries making up the region vary greatly: Indonesia saw a rise of 10%, while India experienced a 10% drop; sales fell by 7% in Thailand.

In South America, car ownership continues to expand, but the pace of growth slowed over the last two years (settling at 2% in 2013). Sales in Brazil reached a new peak in 2012, to drop by 1% in 2013.

Volumes were lower in Africa, but markets continued to grow, though Morocco recorded a decline after two years of steady growth. The pace of growth slowed in South Africa and Algeria.

THE WORLD'S VEHICLE FLEET

In 2012, the world's fleet of vehicles (passenger cars and commercial vehicles) stood at 1.1 billion units (of which more than 70% were passenger cars), representing a rise of 4% over the prior year. The fleets are stable in the developed economies with mature markets and are growing fast in the emerging economies.

The USA has the most vehicles in the world—250 million—ahead of China (109 million) and Japan (76 million). France held seventh place in the world, with 38 million units.

Vehicle density in the world was on average 170 vehicles per thousand

inhabitants—up 18% over 2005. However, density figures vary from 42 vehicles per thousand inhabitants in Africa to 647 in the NAFTA zone (USA, Canada and Mexico). Asia (excluding Japan and South Korea) has a density of 67; South America – 160; while Europe, Japan and South Korea boast densities of greater than 500.

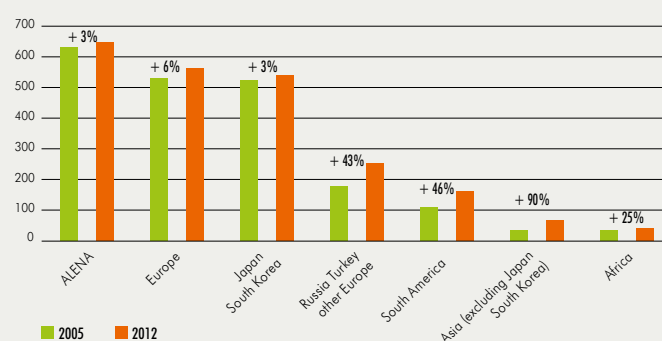
NUMBER OF VEHICLES IN THE WORLD

	Total		Change
	2011	2012	2012/2011
	thousands	thousands	%
Europe	361,254	367,767	+ 1.8
of which:			
Western Europe	243,190	243,801	+ 0.3
Central and Eastern Europe	118,064	123,966	+ 5.0
North and South America	375,136	384,702	+ 2.6
of which:			
NAFTA ⁽¹⁾	302,318	306,658	+ 1.4
USA	248,932	251,497	+ 1.0
South America	72,818	78,044	+ 7.2
Asia-Pacific	325,509	352,589	+ 8.3
of which:			
China	93,563	109,220	+ 16.7
South Korea	18,437	18,870	+ 2.3
Japan	75,513	76,126	+ 0.8
Other Asia-Pacific	137,996	148,373	+ 7.5
Africa	36,638	38,172	+ 4.2
TOTAL	1,098,537	1,143,231	+ 4.1
Change 2012/2011		4.1%	

(1) NAFTA: Canada, USA and Mexico.

Source: OICA.

VEHICLE OWNERSHIP BY REGION



Source: OICA.

In 2012, the mature regions represented 60% of vehicle ownership and 17% of the world's population. Those regions lost around 10 points to the emerging economies.

Within the Europe zone, where a third of the world's cars reside, vehicle ownership expanded more in the east than in the west (cf. page 17). The rate of vehicle ownership varies in Europe, from 142 in Albania to 745 in Iceland; nearly a quarter of Romanians own vehicles (240), while the range for the major West European countries is 550 – 600.

In the Americas, the NAFTA zone accounts for 22% of the world's vehicles, the United States boasting a level of vehicle ownership

of 791 per 1,000 inhabitants. The picture is different in South America, an emerging region, which accounted for just 7% of the world's vehicles in 2012. Ownership density in South America is just 160 per thousand.

In the mature markets of Japan and South Korea, ownership density is 499 and 386 respectively. The picture is different in more populous developing countries, where density is low: India – 18; China – 79; and Indonesia – 73. China and Japan taken together account for more than half of the vehicles in the Asia-Pacific region.



1.1
BILLION
NUMBER OF
VEHICLES IN
THE WORLD

GLOBAL TRADE IN AUTOMOTIVE PRODUCTS

Global trade in automotive products grew by 1% in 2012, according to the World Trade Organization (WTO), valued at US\$ 1.295 billion, 5% above the level reached before the 2008 crisis. Between 2005 and 2012, very different changes were detected between countries and regions in the balances of products from the automotive industry. The surplus in South Korea rose from US\$ 34 billion to US\$ 59 billion; in Japan it rose from US\$110 billion to

US\$145 billion and in the EU it rose from US\$80 billion to US\$ 177 billion. Despite a markedly lower automotive market in 2012 than in 2005, the US deficit remained almost unchanged at nearly US\$ 120 billion. On the other hand, the positive balance of US\$ 9 billion recorded in Canada in 2005 became a US\$ 9 billion deficit, as a result of the place that Mexico took in trade within NAFTA. The US\$7 billion surplus in Brazil gave way to a US\$9 billion deficit. The

WORLD TRADE OF AUTOMOTIVE PRODUCTS Exports (FOB)/ Imports (CIF) to/from the main regions

In US\$ billions

ZONES	World			USA and Canada, later North America ⁽¹⁾			European Union ⁽²⁾			Japan			Other countries ⁽⁴⁾		
Country	EXP.	IMP.	Balance	EXP.	IMP.	Balance	EXP.	IMP.	Balance	EXP.	IMP.	Balance	EXP.	IMP.	Balance
USA															
2005	86.0	205.5	-119.5	59.3	94.3	-35.0	10.4	43.1	-32.7	1.5	49.4	-47.9	14.8	18.7	-3.9
2010	99.5	189.8	-90.3	60.2	91.7	-31.5	9.7	33.6	-23.9	1.2	42.9	-41.7	28.4	21.5	6.8
2012	132.0	250.4	-118.4	74.3	117.6	-43.3	12.8	47.6	-34.8	1.8	53.6	-51.7	43.1	31.7	11.4
Canada															
2005	66.8	57.6	9.1	64.4	47.3	17.1	0.5	3.1	-2.6	0.1	4.6	-4.5	1.8	2.6	-0.8
2010	50.1	59.6	-9.5	49.1	46.2	3.0	0.3	4.5	-4.2	0.0	5.7	-5.6	0.7	3.3	-2.6
2012	62.2	71.4	-9.2	60.7	54.8	5.9	0.3	5.9	-5.6	0.0	6.2	-6.2	1.1	4.5	-3.4
European Union ⁽²⁾															
2005	492.0	412.6	79.5	51.1	9.2	41.9	357.7	357.7	0.0	7.7	21.0	-13.3	75.5	24.6	50.9
2010	546.4	426.9	119.4	42.9	10.0	32.9	369.2	369.2	0.0	7.0	18.9	-11.9	127.3	28.9	98.4
2012	615.3	438.7	176.5	57.4	13.8	43.6	376.4	376.4	0.0	10.7	16.2	-5.5	170.8	32.4	138.4
Japan															
2005	122.9	13.2	109.7	55.0	1.8	53.3	20.2	8.0	12.1				47.7	3.4	44.3
2010	149.5	14.2	135.4	50.9	1.3	49.6	18.2	7.3	10.9				80.5	5.6	74.9
2012	166.0	20.4	145.5	59.4	2.1	57.3	15.5	11.1	4.4				91.0	7.2	83.8
South Korea															
2005	37.8	4.1	33.7	12.3	0.5	11.8	9.0	1.8	7.2	0.4	1.2	-0.8	16.0	0.6	15.5
2010	54.5	8.0	46.5	13.6	0.8	12.7	6.6	3.5	3.1	0.6	2.2	-1.6	33.8	1.5	32.3
2012	72.0	9.8	62.2	20.5	1.5	19.0	8.9	5.0	4.0	0.8	1.6	-0.8	41.8	1.8	40.0
China (excl. Hong Kong)															
2005	10.0	13.6	-3.6	3.7	1.1	2.6	1.4	4.5	-3.1	1.2	4.9	-3.7	3.7	3.1	0.5
2010	28.0	53.0	-25.0	7.0	5.4	1.6	4.2	25.7	-21.6	2.3	16.7	-14.4	14.6	5.2	9.4
2012	43.1	74.0	-30.9	9.9	10.0	-0.1	4.9	41.3	-36.4	2.8	16.3	-13.5	25.6	6.4	19.2
Brazil															
2005	12.0	4.7	7.3	3.6	0.6	3.0	1.6	2.0	-0.4	0.0	0.5	-0.5	6.8	1.6	5.2
2010	12.6	17.0	-4.4	1.6	2.3	-0.7	1.0	3.5	-2.6	0.0	1.2	-1.2	10.0	10.0	0.0
2012	13.0	21.7	-8.6	1.6	4.0	-2.4	0.4	4.7	-4.3	0.0	1.4	-1.4	11.0	11.6	-0.6
Trade of the main European Union countries ⁽³⁾															
	Germany			France			Spain			Italy			United Kingdom		
2005	162.9	68.8	94.1	65.4	54.2	11.2	45.0	46.6	-1.5	26.8	41.7	-14.9	30.9	52.0	-21.1
2010	195.7	79.3	116.4	54.1	58.7	-4.7	47.5	31.4	16.1	29.1	39.7	-10.6	30.9	45.5	-14.6
2012	228.1	93.2	134.9	53.0	57.2	-4.3	46.7	29.4	17.3	31.2	30.0	1.2	38.6	50.8	-12.3

(1) Since 2005, exports to North America mainly target the USA, Canada and Mexico.

(2) For the comparisons, 15 EU countries have been included since 1993, 25 since 2004 and 27 since 2006.

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

(4) The "other countries" total contains countries not included in the three major divisions.

Source: GATT/WTO.

\$74 BILLION

THE RECORD LEVEL OF
CHINESE IMPORTS OF
AUTOMOTIVE PRODUCTS

In 2012, world trade in automotive products accounted for 7% of the world's goods exports and 11% of the world's manufactured product exports. 2012 was marked by a 7% drop in the value of the euro against the dollar, whereas the exchange rate between the yen and the dollar remained practically identical.

In light of low market levels in the NAFTA countries and the European Union, the share of intraregional trade in world trade continued its fall, going as low as 59% in 2012 (as against 64% in 2007). In NAFTA and Europe (excluding CIS), this share exceeded 70% and in South America it exceeded 80%, while it was hardly more

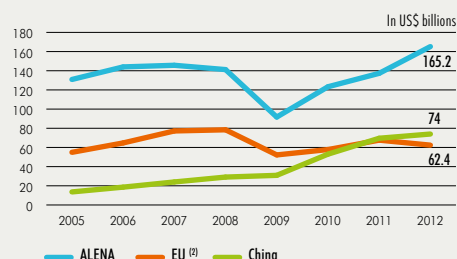
than 30% for Asia-Pacific. In 2012, Germany was still the largest exporter of automotive products with an 18% share worth US\$ 228 billion. Germany's exports in 2012 dropped in dollar terms, but continued to grow in euro.

Japan, in second place, exported goods to the value of US\$ 166 billion, of which US\$ 60 billion to North America (making up 36% of its total exports, compared with more than 50% at the start of the 2000s). Japan's exports to China dropped to US\$ 14.3 billion from 2011 to 2012, due to the geopolitical situation. By comparison, Japan exports goods valued at US\$ 15.5 billion to the EU-27. EU-27 automotive exports reached \$ 659 billion. Trade within the

deficit for China, which meanwhile became the world's leading vehicle market, grew from US\$ 4 billion to US\$ 31 billion. In South Africa, the deficit was reduced over the same period from US\$ 5 billion to US\$ 1 billion, due to the expansion of exports. India's surplus grew from US\$ 1 billion to US\$ 4 billion, on the back of an expansion of exports, from a value of less than US\$ 3 billion to more than US\$ 10 billion. Not counting intrazone trade, imports to the

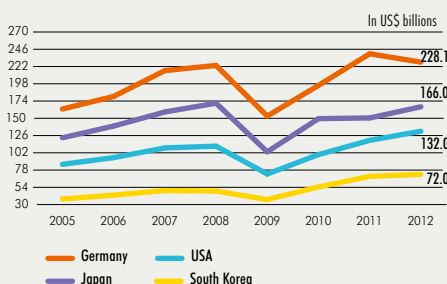
European Union were overtaken for the first time by those to China (at a value of US\$ 62 billion vs. US\$ 74 billion) in 2012. Nonetheless, these levels of imports lag those of the NAFTA countries, which amounted to over US\$ 160 billion for the first time. The other countries that were large importers of automotive products in 2012 were Russia (US\$ 41 billion), Australia (US\$ 31 billion) and Saudi Arabia (US\$ 20 billion).

IMPORTS FROM THE MAIN REGIONS FOR AUTOMOTIVE PRODUCTS (not including intraregional trade)



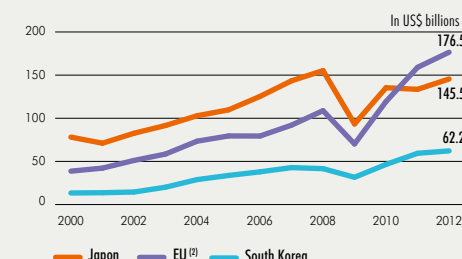
Source: GATT/WTO.

MAJOR EXPORTING COUNTRIES OF AUTOMOTIVE PRODUCTS



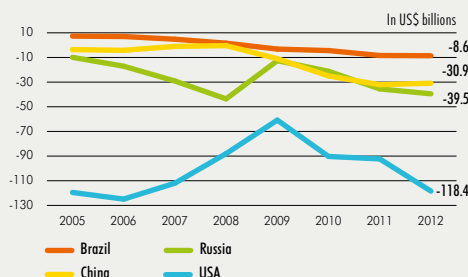
Source: GATT/WTO.

SURPLUSES IN AUTOMOTIVE PRODUCTS



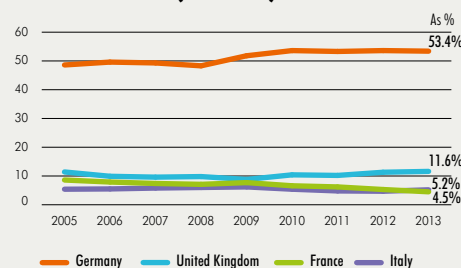
Source: GATT/WTO.

DEFICITS IN AUTOMOTIVE PRODUCTS



Source: Eurostat.

SHARE IN EXPORTS FROM THE EU TO THE NON-EU road vehicles (SITC 78)



Source: GATT/WTO.

EU accounted for 61% of this total (73% in 2009). Exports from the EU to China were valued at US\$ 37 billion, or—taking into account the cost of shipping and insurance—more than half of China's entire imports. EU exports to Russia were valued at US\$ 24 billion; to Africa – US\$ 20 billion; and to the Middle East – US\$ 13 billion. On the basis of Eurostat data, more than half of the EU's exports to non-EU countries are due to Germany (53% in 2013), ahead of the United Kingdom (12%), Italy, Spain and France (at 5% each). France accounted for 4% of world exports, worth US\$ 53 billion (inclusive of intra-EU trade), against almost 8% in 2004. The United States is still the world's leading importer of automotive products at US\$ 250 billion; after its domestic market bounced back, its deficit for automotive products stood at US\$ 118 billion, i.e., a level similar to the US\$ 120 billion recorded between 2004 and

2006. China's imports—up 6 billion in 2012—came from the EU-27 (56% against 42% in 2009), followed by Japan (22% against 36% in 2009), NAFTA (13%) and South Korea (7%). Since 2005, Chinese imports have grown by 27% per year. Russian imports of automotive products stood at US\$41 billion in 2012, ahead of Saudi Arabia (US\$ 20 billion) and the United Arab Emirates (UAE) (US\$13 billion). Reflecting the evolution of oil resources, the imports of these countries have risen sharply since 2005, increasing annually by 10% on average in Saudi Arabia, 11% in the UAE and 19% in Russia. The reason for the decline in the ratio measuring the share of intraregional trade is clearer when you take into account these changes in demand, as well as the fact that Australia doubled its imports between 2005 and 2012 to US\$ 30 billion



177
BILLION

THE EU'S 2012
SURPLUS IN
AUTOMOTIVE
PRODUCTS

NEW PASSENGER CAR REGISTRATIONS PER COUNTRY

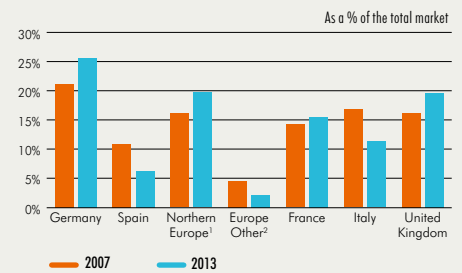
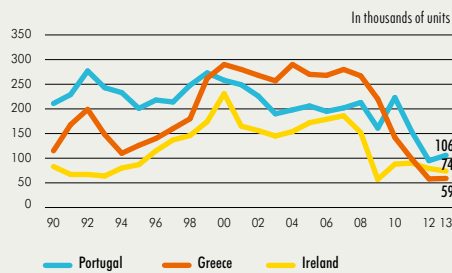
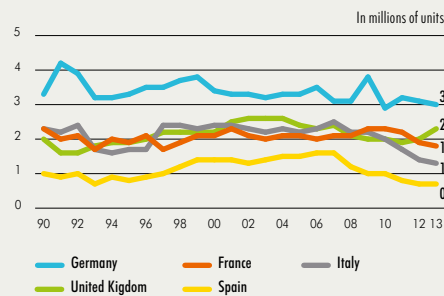
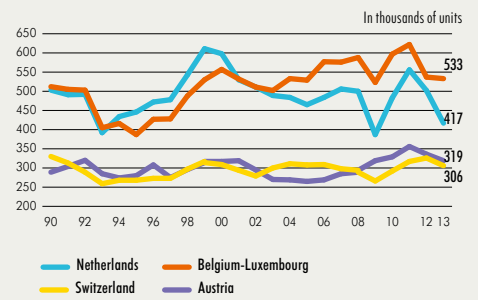
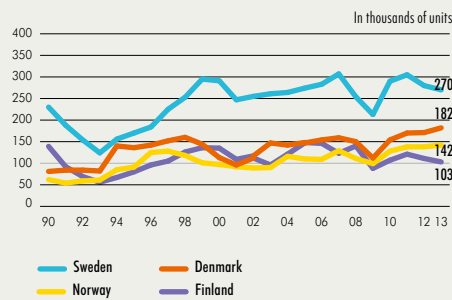
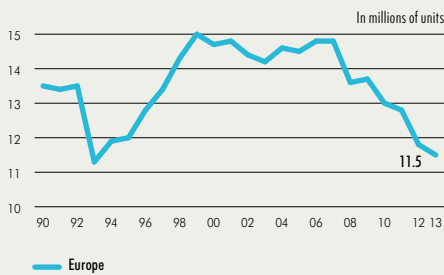
The Western European market (11.5 million new cars, amounting to more than 90% of the European market) declined by 1.9% compared with 2012. Since 2007, the decrease comes to 22%, meaning the disappearance of 3.3 million units. For the sixth consecutive year, the market was under 14 million units, representing one fifteenth of the European car fleet.

The changes diverge greatly according to the geographical market. Northern Europe, including Germany fell by 6% since the pre-crisis level, whereas Southern Europe plummeted by 50%

(a drop of 2.5 million units). In Southern Europe, the largest declines were in Spain (down 55%), Italy (down 48%) and Greece (down 79%). France is in the middle of the pack, with a decrease of 15%.

In 2013, the German market, nearly back to its pre-crisis level, declined by 4% and remains ahead of those of the United Kingdom (up 5%) and France (down 6%).

NEW PASSENGER CAR REGISTRATIONS IN EUROPE



(1) Austria, Belgium-Luxembourg, Denmark, Finland, Netherlands, Norway, Sweden, Switzerland.
(2) Portugal, Greece, Ireland.

AA-123-AA

-22%

DROP IN NEW PASSENGER CAR REGISTRATIONS IN WESTERN EUROPE IN 2013 COMPARED WITH 2007

The West European market covers 17 countries (the 15 European Union countries before 2004 plus Switzerland and Norway). These countries have similar environments and comparable economic conditions. Since 1990, this market has included the former East Germany.

The market has experienced serious crises: in 1993, a decline of 16% (2.2 million units), and from the last quarter of 2008, with a decrease of 8% (or 1.2 million units). The scrap incentive schemes evened out demand in 2009.

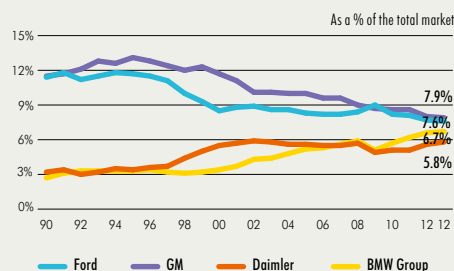
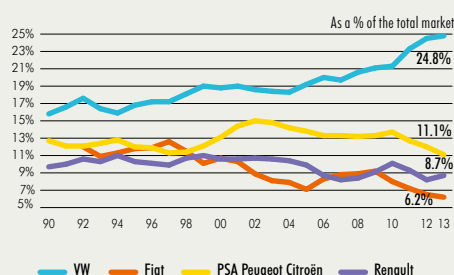


NEW PASSENGER CAR REGISTRATIONS PER GROUP

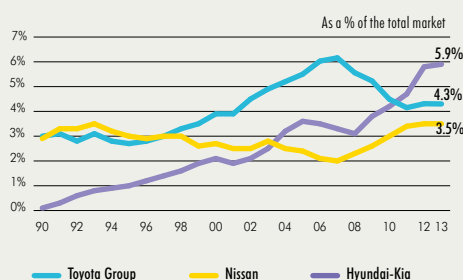
In 2013, the market share of French companies in the Western European market plummeted again to 20%. In a highly competitive environment, the French companies are experiencing great challenges in France and Southern Europe, where they have a strong presence.

Six major 'generalist' European automakers manufacturing a full line of vehicles held around 6% of the market or more. The market shares of Volkswagen and Hyundai-Kia grew, as did those of the "premium" brands.

GROUP PENETRATION⁽¹⁾ IN EUROPE



(1) Based on the scope of consolidation as of 1/1/2014.
See page 66 for the definitions of the groups.



20%
OF NEW
PASSENGER CARS
SOLD IN WESTERN
EUROPE ARE
MANUFACTURED BY
A FRENCH GROUP

The Volkswagen Group (VW), with its four main makes, has maintained its position since 1999, and accounts for more than 20% of the market. Benefiting from a stronger German market (26% of the European market, the same as the year before), it reached a record level of 25% in 2013.

The market share of French groups Renault and PSA Peugeot Citroën (20% jointly) reached a low point, below its 2007 level. It was more than 25% between 2001 and 2003, the best period in which the French and Southern European markets accounted for 45% of the Western European market, compared with 35% in 2013.

The market share of General Motors (GM) was 7.9%, representing a 0.2 point decline. The market shares of its makes Opel and Chevrolet were respectively flat at 6.8% and 1.1%. In 2013, Ford's market share was 7.6%. In the mid-1990s, the penetration of these two American groups was around 12% each.

Fiat group now includes the Chrysler makes. It lost 0.3 point of market share, to 6.2%; in 1997 it had nearly 13% of the market, and in 1989 –15%. In 2013, the Fiat make had a share of 4.8%.

The German groups Daimler and BMW, specialists in premium ranges and corporate sales, undertook a strategy to expand their ranges. Daimler consolidated its growth which began in 1997 by diversifying its range of vehicles, achieving 5.8% of the market. BMW, including the Mini, added to its growth, achieving a new high, at 6.7%.

Toyota's market share grew continuously from 1995 to 2007 but dropped thereafter. It has come to rest at a level of around 4.3%.

The market share of the Hyundai-Kia Group continued to rise. Its market share (almost non-existent in 1990 and 2.1% in 2000) was 5.9% by 2013.

RANGE ANALYSIS IN 2013

French manufacturers enhanced their ranges of vehicles, offering 49 models in 2013, up from 27 in 2000. In recent years they also considerably increased the number of versions available, in par-

ticular by developing lower-range models: station wagon (Clio and 208), MPV (C3 Picasso), and SUV (2008, Captur).

Groups	Makes	Economy and low range	Low-mid range	High-mid range	Premium range
PSA PEUGEOT CITROËN	CITROËN	C-Zéro, C1, C3, DS3, C4-Cactus, Nemo, Berlingo	C4, DS4, C4 Air Cross, Jumpy, Jumper	C5, DS5,	C8
	PEUGEOT	iOn, 107, 206+, 207, 208, 2008, Bipper, Partner	308, RCZ, 3008, 4008, 5008, Expert, Boxer	508	807
RENAULT GROUP	RENAULT	Twingo, Wind, Clio, Modus, Captur, Kangoo, ZOE	Mégane, Fluence, Master	Laguna, Trafic, Koleos	Espace, Latitude
	DACIA	Logan, Sandero, Duster, Dokker	Lodgy		
BMW	BMW	i3	Série 1	Série 4, X1	Séries 3, 5, 6, 7, X3, X5, X6, Z4
	MINI	Mini			
DAIMLER	MERCEDES		Classes A, B, CLA, Vito	Viano	Classes C, E, S, CL, SL, CLS, SLS, CLK, SLK, R, G, GL, GLK
	SMART	Fortwo			ML
FIAT	ALFA ROMEO	Mito	Giulietta	159	4C
	CHRYSLER-JEEP			Wrangler, Compass	(Grand) Cherokee
	FIAT	Panda, 500, Punto, Sedici, Fiorino, Doblo,	Bravo, Scudo, Ducato	Freemont	
	LANCIA	Ypsilon, Musa	Delta		Thema, Voyager
FORD EUROPE	FORD	Ka, Fiesta, B-Max, T. Connect	Focus, (Grand) C-Max, Kuga, Transit, t Custom	Mondeo	Galaxy, S-Max
GEELY	VOLVO		C30	S40, V40, V50	S60, S80, V60, V70, C70, XC60, XC70, XC90
GM EUROPE	CHEVROLET	Spark, Aveo, Trax	Orlando, Volt	Cruze, Captiva	Malibu, Corvette, Camaro
	OPEL	Agila, Corsa, Adam, Meriva, Combo, Mokka	Astra, Ampera, Zafira	Cascada, Insignia, Antara, Vivaro	
HONDA	HONDA	Jazz	Civic, CR-Z, Insight	Accord, CR-V	
HYUNDAI	HYUNDAI	I10, I20, IX20	I30, Veloster, H1	Sonata, IX 35, I40, Santa Fe, IX 55	
	KIA	Picanto, Soul, Venga	Rio, Cee'd, Carens	Optima, Sportage	Sorento
MAZDA	MAZDA	2	3, 5, MX5, CX-5	6	
MITSUBISHI	MITSUBISHI	i-MiEV	Spacestar, ASX	Outlander	Pajero
NISSAN	NISSAN	Pixo, Micra, Note, Juke	Primastar, Leaf, NV200	Qashqai, X-Trail	370Z, Murano, Pathfinder, GT-R
SUBARU	SUBARU	Trezia		Impreza, Legacy, Forester	BRZ
SUZUKI	SUZUKI	Alto, Splash, Swift, SX4, Jimny		Grand Vitara	
TATA GROUP	JAGUAR				XF, XJ, XK, F-TYPE
	LAND ROVER			Freelander, RR Evoque	Discovery, Range Rover
TOYOTA	DAIHATSU	Charade, Cuore, Sirion, Terios			
	LEXUS		CT 200 H		GS, IS, LS, RX
	TOYOTA	IQ, Aygo, Yaris, Verso-S, Urban Cruiser	Verso, Auris	Avensis, Prius, RAV4	GT86, Land Cruiser
VOLKSWAGEN GROUP	AUDI	A1	A3, S3	A4, A5, TT, Q3, RS4, RS5	A6, A7, A8, R8, Q5, Q7, RS6, RS7
	PORSCHE				911, Boxster, Cayman, Cayenne, Panamera
	SEAT	Mii, Ibiza	Leon, Altea	Toledo, Exeo	Alhambra
	SKODA	Citigo, Roomster, Yeti	Fabia, Rapid	Octavia	Superb
	VOLKSWAGEN	Up!, Polo, Caddy	Golf, Jetta, New Beetle, Touran, Eos	Passat, Scirocco, Tiguan, CC, Transporter	Sharan, Phaeton, Touareg

Source: CCFA.



49 and 91 MODELS AND BODY STYLES
RESPECTIVELY OFFERED BY
FRENCH MANUFACTURERS

BREAKDOWN AND RANK BY MODEL

Of the 16 best-selling models in Europe in 2013, five are made by Renault, Peugeot or Citroën.

RANGES AND BODIES IN 2013

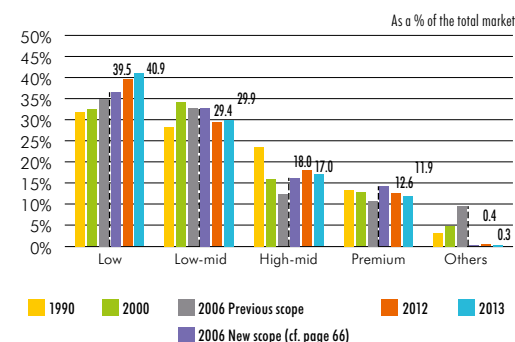
As a % of new car registrations by country	Low range	Low-mid range	High-mid range	Premium range	Others
Germany	29	34	18	17	1
Austria	33	33	21	13	0
Belgium	38	31	18	13	0
Denmark	61	22	12	5	0
Spain	36	38	20	7	0
Finland	20	33	31	15	1
France	53	30	12	5	0
Greece	61	27	9	3	0
Ireland	27	33	29	10	0
Italy	62	20	13	6	0
Luxembourg	30	31	19	19	0
Netherlands	46	28	16	10	0
Portugal	45	30	14	11	0
United Kingdom	42	28	17	13	0
Sweden	18	26	27	29	0
European Union 15 countries	41	30	17	12	0
Norway	20	33	31	16	0
Switzerland	32	27	22	17	2
All 17 countries	41	30	17	12	0

	Sedans	Station wagons	Coupés	Convertibles	MPVs	Others
Germany	45	17	1	3	13	21
Austria	42	14	1	1	18	25
Belgium	48	13	1	1	18	18
Denmark	70	14	0	0	8	7
Spain	62	4	1	0	12	20
Finland	49	23	0	0	8	20
France	56	6	1	1	17	19
Greece	85	2	0	0	4	12
Ireland	69	5	1	0	6	18
Italy	60	6	0	1	14	19
Luxembourg	44	12	2	2	13	28
Netherlands	63	17	0	1	8	11
Portugal	62	17	1	1	6	12
United Kingdom	61	6	2	2	10	19
Sweden	36	36	0	0	6	22
European Union 15 countries	54	11	1	2	13	19
Norway	42	21	0	0	5	32
Switzerland	41	14	2	2	12	28
All 17 countries	54	11	1	2	13	20

Source: CCFA.

The market shares of the 16 best-selling vehicles in Europe fell to 32% in 2013, compared with 40% in 2000. In the same period under review, the diversity of the low range of French manufacturers grew considerably, from 8 to 40 models. In Europe, 69 % of new passenger cars are in the low and low-mid ranges. The application of tax breaks to more environmentally friendly purchases, as well as a greater variety of the offer have driven the market towards the low range. Following the end of the scrap incentive schemes, this market share declined by more than two points in 2011, before dropping again in 2013 (by one point). In 2000, this share was 73%. In the years from 1990 to the early 2000s, buyers tended to trade down from the high-mid range to the low-mid range which offers more MPVs. 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. However, after 2006, a dynamic offer in the low range, with a larger number of sedans, caused a reversal of this trend

BREAKDOWN OF NEW PASSENGER CAR REGISTRATIONS BY RANGE IN THE 17 COUNTRIES OF WESTERN EUROPE



RANKINGS FOR THE 16 LEADING MODELS IN 2013

Models	Rank	Market share
Volkswagen Golf	1	4.4%
Ford Focus	2	2.6%
Peugeot 206-207-208	3	2.4%
Ford Fiesta	4	2.4%
Renault Clio	5	2.3%
Volkswagen Polo	6	2.2%
Renault Mégane	7	2.1%
Opel Corsa	8	2.0%
Fiat 500	9	2.0%
BMW Série 3	10	1.7%
Nissan Qashqai	11	1.6%
Opel Astra	12	1.6%
Citroën C3	13	1.5%
Audi A3	14	1.4%
Volkswagen Passat	15	1.4%
Citroën C4	16	1.4%
Dacia Sandero		1.0%
Peugeot 308		0.8%
Renault Captur		0.7%
Renault Twingo		0.7%
Peugeot 3008		0.7%
Dacia Duster		0.6%
Citroën DS3		0.6%
Peugeot 2008		0.5%
Citroën C1		0.5%

Source: CCFA.

until 2009. In 2013, the "Other" category benefited from the SUVs in the lower-end range (Peugeot 2008, Renault Captur, etc.); it grew by two points and now represents a fifth of the market (compared with 13% in 2010). Each European country retained its own features until 2008 when Southern Europe preferred low- and low-mid range vehicles, while premium cars and station wagons remained the most popular choice in Northern Europe. But in 2009, the success of the low range and sedans, particularly in Germany and the United Kingdom, reduced the contrast between the different regions. This trend has continued from 2010, with the exception of Germany where the premium ranges regained market share more in line with the long-term structure (35%).

2 POINTS
DECLINE IN
MARKET SHARE OF
PREMIUM RANGES
IN THE EUROPEAN
MARKET IN 2013

TECHNICAL CHARACTERISTICS OF NEW PASSENGER CARS

The proportion of new diesel-powered cars in Europe as a percentage of total registrations increased between 1997 and 2007. However, in 2013 it fell by two points to 53%.

In this market of 6.2 million units, French manufacturers' share was 22% in 2013 (28% in 2010), representing about 1.4 million

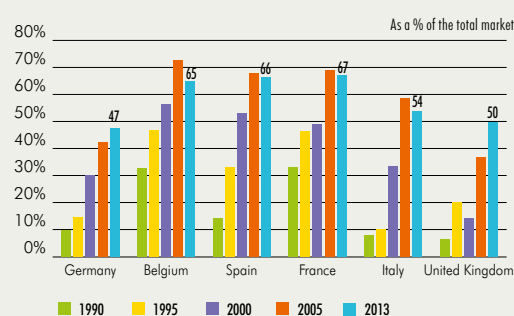
new diesel cars, while it was around 16% for all other fuels. This volume of diesel cars represents 64% of the total sales of new passenger cars from French manufacturers in Europe 17 countries.

TECHNICAL CHARACTERS FOR NEW PASSENGER CARS IN EUROPE IN 2013

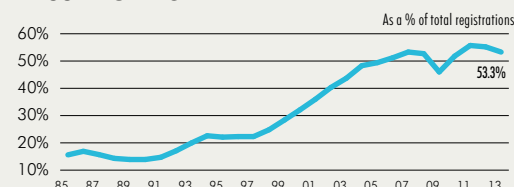
	Average displacement	Average power in kW	4WD %	Diesel %
Germany	1,725	101	15.2	47.4
Austria	1,642	88	20.0	56.7
Belgium	1,600	84	6.2	64.8
Denmark	1,357	72	1.3	32.0
Spain	1,598	84	6.1	66.3
Finland	1,646	95	15.1	36.8
France	1,544	80	6.5	67.0
Greece	1,362	0	2.2	57.9
Ireland	1,581	81	5.6	72.0
Italy	1,481	76	10.2	53.9
Luxembourg	1,861	110	22.0	73.4
Netherlands	1,440	81	7.0	24.8
Portugal	1,524	81	1.7	72.3
United Kingdom	1,646	93	11.1	49.8
Sweden	1,782	104	29.0	61.5
European Union 15 countries	1,615	89	11.1	53.8
Norway	1,721	94	32.4	52.5
Switzerland	1,806	112	35.4	37.0
All 17 countries	1,621	90	12.0	53.3

Source: CCFA.

DIESEL MARKET SHARE BY COUNTRY



EUROPEAN DIESEL PASSENGER CAR MARKET



-119cc
THE DECLINE

BETWEEN 2007 AND 2013
IN THE AVERAGE
DISPLACEMENT OF
NEW PASSENGER CARS
IN EUROPE

In Europe, the average displacement and power of car engines differ greatly from country to country. They depend mostly on the economic, tax and geographical conditions of each domestic market. In 2008 and 2009, the slow and regular upward trend in horsepower stopped, in particular with the gradual increase in the market share of low range cars. Displacement stopped increasing in 2006 as a result of downsizing (identical engine power with less displacement). Since 2010, these two elements have risen because of the increased share of premium ranges, without however returning to 2008 levels for displacement. In 2013, displacement dropped by 26 cc after relative stability the year before. All countries marked a decrease, except for the Netherlands. Meanwhile, average horsepower stayed stable (increasing by 1 kW in Germany, decreasing by 1 kW in France and Italy).

The market share of 4WD grew for the fourth consecutive year (up 0.4 point); it stood at 12% for the European market as a whole (1.4 million units). The per capita rate of ownership varies widely from one country to the next depending on national market characteristics. This market share is very high in Switzerland, Norway and Austria, where mountainous terrain has fueled sales of these vehicles. In Germany, it came to at 15%, relatively stable compared with 2012 and, notably, more than 5 points up since the start of the crisis. The market share of diesel vehicles in Europe is largely dependent on local regulations and tax rules. In Europe, in a market which declined in 2013, the share of

sales of diesel cars dropped by 1.9 points to 53%; overall, the volume reduction amounted to 340,000 units. In Belgium, France, Ireland, Luxembourg, Portugal and Spain, more than two out of every three new cars registered are still diesel cars. In Germany, the share of diesel engines declined somewhat (1 point, to 47%), while in Italy it ticked up by 1 point, to 54%).

Following a change in tax regulations, Scandinavian countries, in which the percentage of diesel cars was traditionally very low, reached high levels in 2012 (around two thirds of the market in Norway and Sweden). However, they declined sharply in 2013.

In terms of passenger cars, diesel vehicle ownership continued to grow, although at a slower rate than for the two previous years, reaching 39% in 2013, up by over one point.

PASSENGER CARS IN USE IN EUROPE

In Western Europe, the number of cars in use grew by 0.5% as at January 1st, 2013, reflecting a nuanced situation, with declines recorded in the Southern European countries and Ireland, yet greater than average increases in Northern Europe. France was located just below the Northern European increases.

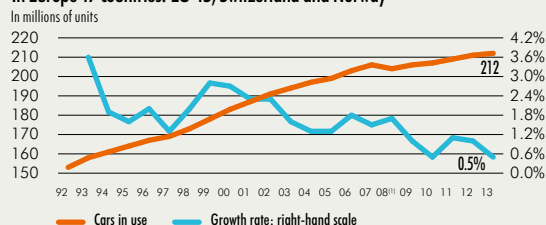
In new EU member countries and in Turkey where levels of vehicle ownership are lower, the economic and financial crisis has slowed growth significantly: once again 3% compared with 5 to

7% between 2005 and 2009. The lower-cost demand is still mostly satisfied by imports of used vehicles.

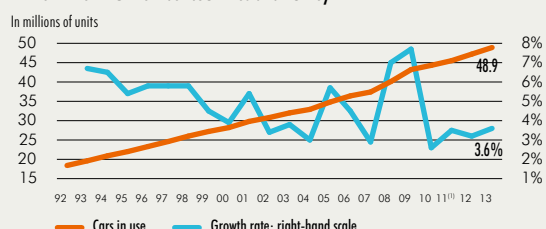
After increasing by 32–34% between 2000 and 2009, the share of cars over ten years old in Western Europe rose for the fifth consecutive year, reaching 39% in 2013, mainly due to the low numbers of new passenger car registrations. Western Europe has become a replacement market. In the new EU member states and Turkey, this share can be estimated at just over 60%.

PASSENGER CARS IN USE, ON JANUARY 1ST OF EACH YEAR

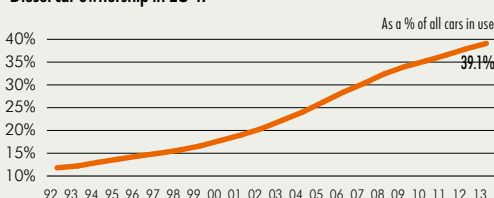
In Europe 17 countries: EU-15, Switzerland and Norway



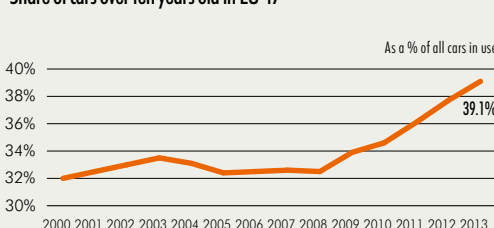
In the 12 new EU member countries and Turkey



Diesel car ownership in EU-17



Share of cars over ten years old in EU-17



(1) The change for 2008 was calculated on a like-for-like basis.
National sources: statistics organizations, French Transport and Interior Ministries, professional sources.

On January 1st, 2013, the number of passenger cars in use in Western Europe (European Union 15 countries, Switzerland and Norway) stood at 212 million units. The financial and economic crisis amplified the weakened growth of the the number of cars in use, nearing that of the population. By country, number of cars in use declined in all the Southern European countries—Greece (by 0.7%), Portugal (by 0.6%), Spain and Italy (both by 0.1%)—and in Ireland (by 0.3%). Growth in France (0.2%) and in the United Kingdom (0.4%) was modest, while it was a little higher in Germany (1.2%). The initial results for the largest five countries as at January 1, 2014, show that the same trend continuing: the number of cars in use is continuing to drop in Italy (down 0.3%) and Spain (down 1.0%), rising a little in France (up 0.2%), and rising more significantly in Germany (up 1.0%) and the United Kingdom (up 1.4%). After increasing by 2 points per year between 2002 and 2009, the share of diesel cars in Western Europe rose by more than 1 point per year and reached 39% on January 1st, 2013. In five countries, the diesel engine is the majority: Austria, Belgium, France, Luxembourg, and Spain. On the other hand, this share, although growing, is lower in Germany (29%) and the United Kingdom (32%), although it is slightly above average in Italy (40%). In the new EU member states and Turkey, growth of the total number of cars in use slowed dramatically because of the financial and economic crisis to 3% compared to 5–7% for 2005–2009. Looking at particular

countries, the number of diesels remained stable in Slovenia, while it increased in Hungary (by 0.6%), after three years of at least one percent declines. Poland, Romania and the Czech Republic saw increases around 3%. In Croatia, an EU member state since the start of July 2013, the number of cars in use declined by 5%, and is now back to 2007 levels. Within these new EU member states and Turkey, the percentage of cars with diesel engines is 27%, up two points per year.



39%
PERCENTAGE
OF VEHICLES IN USE
IN WESTERN EUROPE
THAT WERE OVER
TEN YEARS OLD
IN 2013

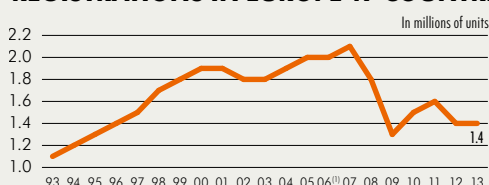
NEW LIGHT COMMERCIAL VEHICLES IN EUROPE

The Western European light commercial vehicle market, severely affected by the 2009 crisis, has since fluctuated around 1.4 million units, which is down around 600,000 units from its record level in 2007.

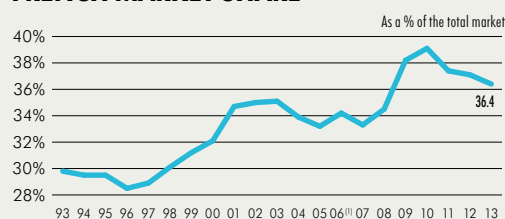
Between 2007 and 2013, the German market contracted slightly (down by 10,000 vehicles), while in the four other major markets, the reductions in volume ranged from 69,000 units for the United Kingdom to 191,000 for Spain, the contraction in France being

94,000 and 135,000 for Italy. In 2013, French manufacturers saw their sales drop by 3% to 497,000 units, giving them 36% of the market. With a presence in every segment and due to the increase of their market share in certain countries (up 4 points in Spain and 1 in Italy), French manufacturers were able to stabilize their market share at quite a high level, more than 3 points higher than those recorded in 2007.

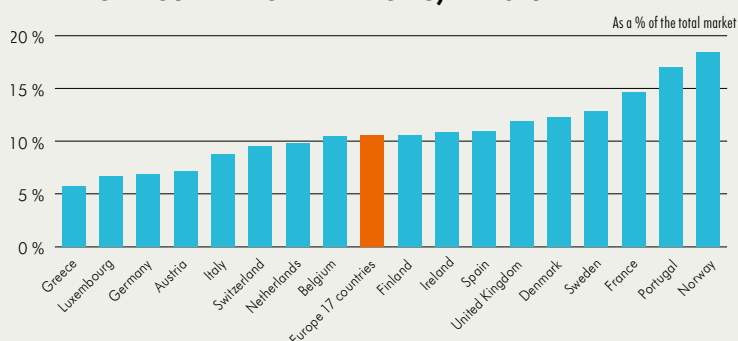
LIGHT COMMERCIAL VEHICLE REGISTRATIONS IN EUROPE 17 COUNTRIES



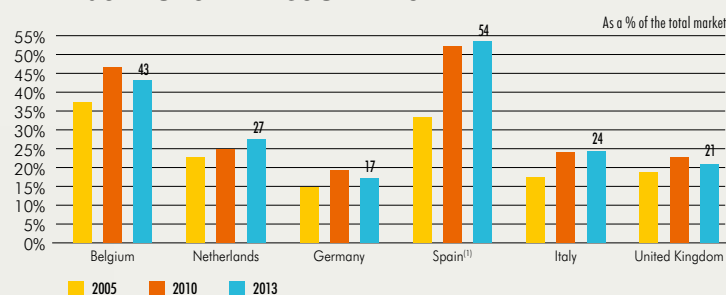
FRENCH MARKET SHARE



SHARE OF LIGHT COMMERCIAL VEHICLES IN LIGHT VEHICLE REGISTRATIONS (PASSENGER CARS AND LIGHT COMMERCIAL VEHICLES) IN 2013



MARKET SHARE OF FRENCH MANUFACTURERS IN MAJOR EUROPEAN COUNTRIES



(1) In 2006, there was a change of scope in Spain: see the notes on page 66.



36%
THE SHARE OF
FRENCH AUTO
MANUFACTURERS
IN SALES OF LIGHT
COMMERCIAL VEHICLES IN
WESTERN EUROPE IN 2013

Light commercial vehicles are defined as freight carrying vehicles with a gross weight of less than five metric 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 number of light commercial vehicles as a percentage of total light vehicles ranges from 6% in Greece to 19% in Norway. In total, it fell to 11% in 2013. For many years, 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. In 2009, the crisis had a severe effect on this market, which had returned to similar levels to those recorded in 1996.

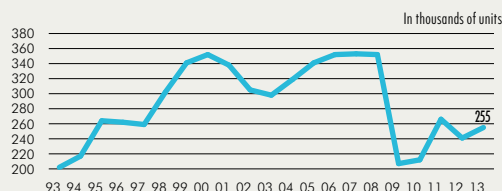
In the van segment, French manufacturers maintained their market shares thanks to the success of the Renault Master, Peugeot Boxer and Citroën Jumper. In the small van segment, competition is stiff, but French manufacturers can rely on a broad offer (Citroën Berlingo and Nemo, Peugeot Partner and Bipper, and Renault Kangoo). In 2013, five of the ten best-selling models are by French manufacturers (Kangoo, Berlingo, Partner, Master and Trafic). In Spain and Belgium, French manufacturers had a market share of well over 40% in 2013. In Germany and Italy, countries with national manufacturers, their share was also up on 2005, 19% and 24% respectively. France remains the leading European market (367,000 units) ahead of the United Kingdom (279,000 units), Germany (218,000 units), Italy (102,000 units) and Spain (86,000 units).

HEAVY TRUCK MARKET AND PRODUCTION IN EUROPE

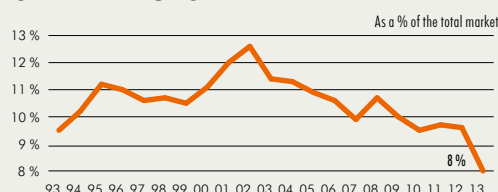
The European market for heavy trucks weighing more than 5 metric tons contracted by 6% in 2013. It stood at 255,000 units, down 97,000 units relative to 2008. After rising for four years starting in 2003, the market reached a record level (over 350,000 vehicles) in 2007–2008, before dropping in 2009. In 2012, it was 2% lower than the levels of 1997, which was four years after 1993, another black year for heavy trucks.

European industrial vehicle production fell by 9% to 420,000 units after the serious crisis of 2009, following five years of high-level stability of the domestic market and the ongoing rise in exports of industrial vehicles outside the European Union (15 countries), especially to Eastern Europe and Asia. It was up 10 % from 2003.

EUROPEAN HEAVY TRUCK REGISTRATIONS IN EUROPE



RENAULT TRUCKS' MARKET SHARE IN EUROPE



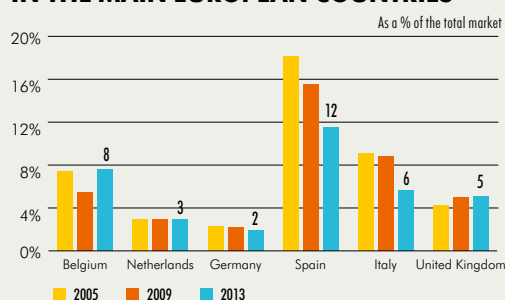
HEAVY TRUCK MARKET AND PRODUCTION IN WESTERN EUROPE

In thousands of units

	2003	2012	2013	Change 2013/2012
New heavy truck registrations				
5.1 t to 15.9 t	83	54	55	1.2%
16 t and over	214	187	199	6.7%
TOTAL	298	241	255	5.5%
Heavy truck production				
5.1 t to 15.9 t	102	—	—	—
16 t and over	279	—	—	—
TOTAL	381	385	420	9%

Source: CCFA.

RENAULT TRUCKS' MARKET SHARE IN THE MAIN EUROPEAN COUNTRIES



In Europe, after feeling the effects of the recession between 2001 and 2003, in 2008, the heavy truck market reached a record level for the third consecutive year with an increase of 18 % compared to 2003, thanks in part to the upturn in spending and in world trade that began in the second half of 2003. On the other hand, it was greatly affected by the effects of the financial and economic crisis of 2009. Heavy truck investment cycles are relatively long: the high points of 2000 and 2006–2008 represent 75% more than the lowest point of 1993 or 150,000 more vehicles. Compared with the two dark years for heavy trucks—1993 and 2009—the market is finding it harder to pick up since the last crisis than in the nineties; in 2013, four years later, the market is greater than 23%, compared with 28% in 1997.

Demand continued to focus on the 16 t-and-over segment, which accounted for 78% of total registrations, including both trucks and road tractors. The international growth of Renault Trucks was affected by the collapse of the markets in Southern Europe and its market share in Europe outside of France (4%) was slightly higher than in 2008 (6%). Overall, registrations of Renault Trucks have fallen, and its market share in Europe stands at 8%. The process of revamping its lineup

took a toll on the bottom line, but the effort should pay off in 2014 with increased market share.



6% INCREASE
IN NEW HEAVY TRUCK REGISTRATIONS IN WESTERN EUROPE IN 2013

FRENCH MANUFACTURERS IN THE NEW EU MEMBER STATES

In 2013, vehicle production rose slightly (+1.8% to 3.5 million vehicles), stabilizing at a record level that was higher than in the previous year, whilst new vehicle sales remained even at 927,000 units. The difference between production and sales of new vehicles was therefore 2.6 million units. The local market is notably lower than its 2007 level (down by around 41%). French automakers have already had a sales presence in all the new EU member countries for many years. They have a variety of manufacturing units in those countries:

PSA Peugeot Citroën in Slovakia and the Czech Republic (along with Toyota in the latter); Renault in Slovenia and Romania via the acquisition of auto manufacturer Dacia. A portion of these industrial plants enable the manufacturers to meet demand for vehicles in these countries, which is set to grow given the low vehicle densities (number of vehicles per 1,000 inhabitants) compared with France or Germany.

THE MARKET AND VEHICLE PRODUCTION IN THE MAIN COUNTRIES OF CENTRAL AND EASTERN EUROPE

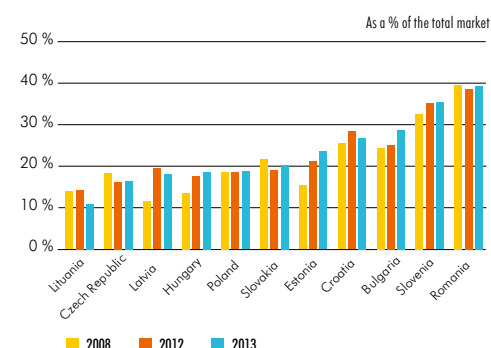
New European Union member states⁽¹⁾ and Croatia

In thousands of units

	2012	2013	Change
Vehicle production			
Passenger cars	3,322	3,392	2.1%
Light commercial vehicles	126	119	-5.5%
Heavy trucks			
New vehicle registrations			
Passenger cars	783	777	-0.8%
Light commercial vehicles	100	103	2.5%
Heavy trucks	41.1	48.1	16.9%

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

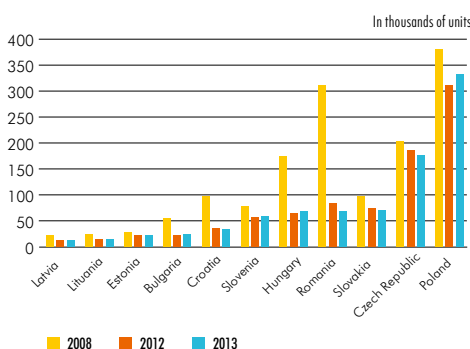
FRENCH MANUFACTURER SHARE IN THE NEW LIGHT VEHICLE MARKET



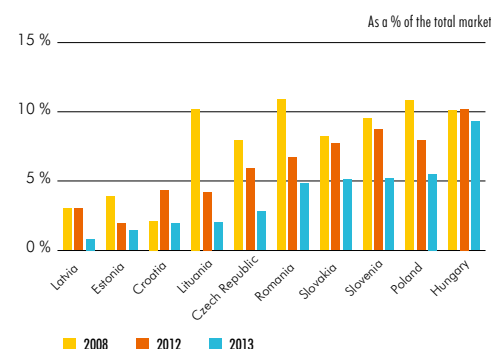
1 out of 4 NEW LIGHT VEHICLES

SOLD IN THE MAJOR
NEW EU COUNTRIES
IS MANUFACTURED BY
A FRENCH GROUP

AUTOMOBILE REGISTRATIONS OF NEW LIGHT VEHICLES (UP TO 5T GVWR)



FRENCH MANUFACTURER SHARE IN THE NEW HEAVY TRUCK MARKET



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. Central and Eastern European Countries (CEEC) produced 3.5 million vehicles in 2013. Activity there increased, while it stayed stable in Western Europe, due to Daimler's increase in production capacity. In 2013, because of the crisis, this production was higher for the fifth consecutive year than

the domestic demand of the area (previously it was equivalent), this being defined as the sum of new vehicle registrations plus imports of used vehicles.

In 2013, new vehicle sales remained stable at 927,000 units after falling significantly the previous year. However, the results vary by country. Sales fell off sharply in Romania and to a lesser extent in Croatia, the Czech Republic and Slovakia, while they increased in the other countries.

THE AUTOMOTIVE INDUSTRY IN THE EUROPEAN UNION

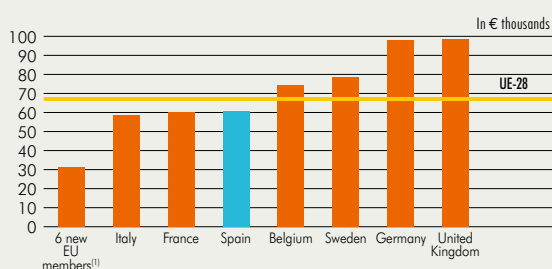
In 2011, The European automotive industry employed 2.2 million people, 45% of whom worked in vehicle construction. Since 2005, on an equivalent scale, the numbers employed have varied, depending on the part of the continent: 300,000 fewer people are now employed in Western Europe, while the new EU member states have added more than 110,000. Value added per employee ranged from €30,000 a year in the six main new EU member

states to €93,000 in Germany. In France, this figure was €60,000, below the European average of €69,000. Per capita personnel costs ranged from €15,000 in the six main new EU member states to €67,000 in Germany; in France they were €54,000, above the European average of €46,000.

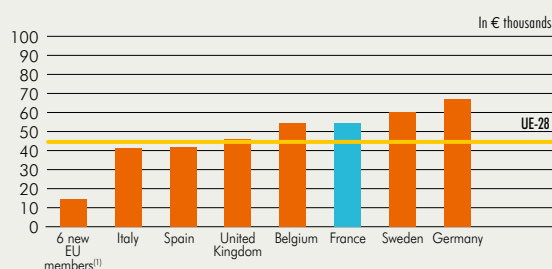
THE AUTOMOTIVE INDUSTRY IN THE EU-28 IN 2011⁽¹⁾

	Units	European Union (28 countries)	Germany	France	6 new EU member states ⁽²⁾	United Kingdom	Spain	Italy	Sweden	Belgium
People employed	thousands	2 239	784	224	563	129	140	169	71	37
Automotive manufacturing	thousands	1,019	479	139	131	63	63	64	48	19
Body and trailer manufacturers	thousands	160	42	25	—	19	10	12	4	5
Automotive equipment manufacturing	thousands	1,061	263	60	432	48	67	93	19	13
Sales	€ millions	840,133	375,149	104,387	105,400	62,565	53,328	57,836	27,852	20,117
Production	€ millions	723,286	322,251	64,681	102,119	55,841	50,603	49,635	27,265	19,267
Production/Sales	%	86.1	85.9	62.0	96.9	89.3	94.9	85.8	97.9	95.8
Value added (to factor costs)	€ millions	154,343	76,700	13,445	17,509	12,695	8,463	9,898	5,567	2,733
Value added/production	%	21.3	23.8	20.8	17.1	22.7	16.7	19.9	20.4	14.2
Value added per employee	€ thousands	68.9	97.8	60.0	31.1	98.4	60.5	58.6	78.4	74.2
base 100: 6 new EU member states		222	314	193	100	317	195	188	252	239
Goods and services purchased	€ millions	696,018	300,265	90,505	89,487	50,041	46,806	50,159	24,771	17,449
Purchases as a % of output	%	96.2	93.2	139.9	87.6	89.6	92.5	101.1	90.9	90.6
Personnel costs	€ millions	102,356	52,650	12,184	8,220	5,907	5,849	6,957	4,276	1,990
Personnel costs per employee	€ thousands	45.7	67.1	54.4	14.6	45.8	41.8	41.2	60.2	54.1
base 100: 6 new EU member states		313	460	372	100	314	287	282	412	370
Gross operating surplus (GOS)	€ millions	51,987	24,050	1,261	9,337	6,788	2,614	2,940	1,291	743
OCF/VA	%	33.7	31.4	9.4	53.3	53.5	30.9	29.7	23.2	27.2

VALUE ADDED PER EMPLOYEE



PERSONNEL COSTS PER EMPLOYEE



(1) Since 2008, data has been published in a new economic activity involving in particular a change to the automotive industry scope (inclusion of electrical and electronic equipment manufacture).
(2) 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.

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 and standardizing statistics at both the national and European level, only data up to 2011 were available.

Germany accounted for 35 % of the total employees in the automotive industry. France represented 10%, against an average of around 7% for Spain, Italy and the United Kingdom. The people employed in the six new member countries (Hungary, Poland, Czech Republic, Romania, Slovakia and Slovenia) reached 25%.

The automotive industry differed significantly from country to country in terms of structure and wages.

In Germany, France and Sweden, the percentage of employees in the industry involved in automotive manufacturing was higher than 60%, compared with 23 % in the six new EU member states. It was between 38% and 45% in Italy, the United Kingdom, and Spain.

Personnel costs per person employed ranged from €14,000 in the six new EU member states to €67,000 in Germany, a ratio of 1 to 5. The share of employer social contributions in personnel costs stood at 30% in France, compared to 17% in Germany, while the average for Europe stood at around 22%.

300,000 PEOPLE

THE FALL IN STAFF NUMBERS
IN THE AUTOMOTIVE
INDUSTRY IN
WESTERN EUROPE FROM
2005 TO 2011

FRENCH AUTOMOBILE MANUFACTURERS IN 2013

FRENCH MANUFACTURERS IN 2013

	Units	PSA Peugeot Citroën	Renault
Sales	€ millions	54,090	40,932
Capital expenditure	€ millions	1,397	1,918
Net income	€ millions	-2,218	695
Employees worldwide⁽¹⁾	No. of people	196,885	121,807
of which France	No. of people	86,203	48,550

Sources: PSA Peugeot Citroën and Renault annual reports.

(1) On December 31st.

(2) The capital expenditure given for automotive activities are those for all industrial and commercial activities, excluding financing.

	Units	PSA Peugeot Citroën					Renault	
		Automotive activity: Peugeot and Citroën	Automotive equipment: Faurecia	Financing: PSA Finance	Others	Eliminations	Automotive sector	Financial sector
Sales	€ millions	36,461	18,029	1,773	192	-2,365	38,414	2,557
Operating income	€ millions	-1,042	538	368	-42	1	521	747
Capital expenditure ⁽²⁾	€ millions	-1,385					1,914	4
Employees worldwide⁽¹⁾	no. of people	108,895	81,995	2,801	3,194		118,984	2,823

Sources: PSA Peugeot Citroën and Renault annual reports.

PSA PEUGEOT CITROËN: [WWW.PSA.FR](http://www.psa.fr)

In 2013, in a context of growth in the world market in which, however, its base market was low, PSA Peugeot Citroën sales dropped by 4.9%. The Group's market share in Europe dropped due to its considerable presence in Spain and Italy, but the Group remains in second place (passenger cars and light commercial vehicles). Outside of this region, sales rose due to the positive results from China, Latin America and Algeria; they accounted for 42% of total sales compared with 38% the previous year.

The Group's commitment to international expansion is based mainly on long-term, targeted cooperation initiatives with other automobile manufacturers. In China, the Group opened a factory with each of the Chinese groups with which it cooperates, namely Dongfeng Motor and China Changan Automobile Group, and there are plans to construct a fourth factory with Dongfeng Motor. PSA and General Motors will pursue their cooperation with the aim of developing two vehicles on platforms and a new model of light utility vehicle on the basis of PSA platforms.

The PSA Peugeot Citroën Group has a workforce of around 197,000 worldwide, including 86,000 in France, working at around twenty sites (assembly plants, plants for manufacturing engines and mechanical systems, R&D centers, head offices, etc.). In addition to the assembly plants (cf. opposite), the Group has a number of large sites in France, such as Vélizy (R&D), Trémery (engines), Vesoul (spare parts warehouse) and Valenciennes (gearboxes), which employ several thousand people. In the technological field, the Group has continued to conduct research aimed at reducing fuel consumption in vehicles. In France, the new 3-cylinder motor production line was inaugurated and a plan for a new family of diesel motors was launched in 2013.

In the summer of 2012, the Group presented an industrial plan aimed at improving its competitiveness by reorganizing its sites in France. This strategy is supported by many commitments in terms of sustainable development (eco-design, safety and mobility, etc.). The Group is also continuing its efforts to improve operational efficiency, particularly in its relationships with suppliers, by labeling around one hundred major suppliers between now and 2015. In 2013, a new structure was planned to be implemented starting in 2014 so as to take part in the turnaround of the company and to maintain the Group's technological and industrial bases in France.

RENAULT: [WWW.RENAULT.COM](http://www.renault.com)

Renault's worldwide sales increased by 3.1% due to the increase in its sales in emerging countries. The Renault make is ranked third in the European light vehicle market. Outside Europe, they still represented over 50% of sales.

Cooperation with Nissan launched in 1999 was further strengthened within the Alliance. New synergies have also been set up. They concern the plants and electric vehicles as well as purchases, logistics, engineering, research and advanced studies... In 2010, the Group

also strengthened its alliance strategy by signing an agreement with Daimler AG for small cars, light commercial vehicles, and engines (including low-emission models since 2012). The strategic partnership with AvtoVAZ, involving Nissan, with a majority shareholding from now to 2014, aims to speed up their growth and strengthen their presence in Russia.

The Renault Group has a workforce of around 122,000 worldwide, including 49,000 in France, working at around fifteen sites (assembly plants, plants for manufacturing engines and mechanical systems, R&D centers, head office, etc.). Large numbers of employees may work outside of assembly sites (cf. opposite for the latter).

In the context of their innovation policy, Renault and Nissan have invested €4 billion in electric vehicles in order to develop sustainable mobility. Furthermore, in 2011 the Group launched the production of the 1.6 dCi 130 diesel engine at its Cléon plant, to continue improving the efficiency of internal combustion engines.

In 2011, Renault launched a new strategic plan "Renault 2016 – Drive the change" which addresses two goals: group growth and generation of free cash flow by 2016. This plan is based on seven levers, particularly focusing on quality (products and services) and profitability (cost reduction, R&D expenditure and investment optimization), whilst taking into account societal challenges for the automotive industry (sustainable mobility). In 2013, the group planned a reorganization to maintain the sites in France and expand their activity.

RENAULT TRUCKS: [WWW.RENAULT-TRUCKS.COM](http://www.renault-trucks.com)

In 2013 there was an overall drop in vehicles invoiced of 16%, and Renault Trucks market share worldwide was 8%.

Since 2009, Renault Trucks has been using new assembly sites outside Western Europe: It has a partnership with Volvo in Russia and also has interests in four other countries: Morocco, South Africa, Uruguay and Iraq.

Renault Trucks employs 13,000 people worldwide, of whom about 10,000 work in France (activities such as assembly, production of mechanical systems in Vénissieux, and research in Saint-Priest). Beyond industrial cooperation, synergies within the AB Volvo Group between the five makes (Renault, Volvo, Mack, UD Trucks and Eicher) have continued.

Application of the Euro VI standard early in 2013 for new types of vehicles led to the complete overhaul and simplification of the entire range, which should translate into gains in market share.


332,000
WORLDWIDE
EMPLOYEES OF FRENCH MANUFACTURERS

WORLD PRODUCTION SITES OF FRENCH AUTOMOBILE MANUFACTURERS

EUROPE

FRANCE

- 01. Aulnay
- 02. Batilly
- 03. Blainville
- 04. Bourg-en-Bresse
- 05. Dieppe
- 06. Douai
- 07. Flins
- 08. Hordain
- 09. Limoges
- 10. Maubeuge
- 11. Mulhouse
- 12. Poissy
- 13. Rennes
- 14. Sandouville
- 15. Sochaux

SPAIN

- 16. Barcelona (Nissan)
- 17. Palencia
- 18. Valladolid
- 19. Vigo
- 20. Villaverde

ITALY

- 21. Val di Sangro

PORTUGAL

- 22. Mangualde

CZECH REPUBLIC

- 23. Kolín

ROMANIA

- 24. Pitesti (Dacia)

RUSSIA

- 25. Kalouga (PSA-Mitsubishi)
- 25. Kalouga (Volvo Trucks)
- 26. Moscow
- 27. Togliatti (AvtoVAZ)

SLOVAKIA

- 28. Trnava

SLOVENIA

- 29. Novo Mesto

TURKEY

- 30. Bursa (Tofas)
- 30. Bursa (Karsan)
- 30. Bursa

56

NUMBER

OF PRODUCTION AND ASSEMBLY SITES USED BY FRENCH GROUPS THROUGHOUT THE WORLD, 4 OF WHICH ARE IN THE PLANNING STAGE

● PSA PEUGEOT CITROËN ● SEVELSUD ● RENAULT ● RENAULT TRUCKS

North and South America

ARGENTINA

- 31. Buenos Aires
- 32. Santa Isabel

BRAZIL

- 33. Curitiba
- 34. Porto Real

COLOMBIA

- 35. Medellín

Africa

NIGERIA

- 36. Kaduna (PAN Nigéria Ltd) (project)

SOUTH AFRICA

- 37. Rosslyn (Nissan)

ALGERIA

- 38. Oued Tlilat (project)

MOROCCO

- 39. Casablanca
- 40. Tangiers

Asia

CHINA

- 41. Chengdu (project)
- 42. Shenzhen (project)
- 43. Wuhan
- 43. Wuhan (project)

SOUTH KOREA

- 44. Busan (Renault Samsung Motors)

INDIA

- 45. Chennai (Renault-Nissan)

IRAN

- 46. Teheran

JAPAN

- 47. Mizushima (Mitsubishi)
- 48. Okazaki (Mitsubishi)

MALAYSIA

- 49. Gurun

WORLD PRODUCTION OF FRENCH MANUFACTURERS

In 2013, global production by French automakers was 5.5 million vehicles. Since 2007, despite two record years—2010 and 2011—it has declined by 11%. However, since 1996, production had grown by 46% representing mean annual growth of 2% thanks, initially, to the increase of opportunities in Europe outside France and then, to opportunities outside Europe.

4.8 million passenger cars were produced, compared with 5.6 million in the record years of 2010 and 2011; 744,000 light commercial vehicles compared with 847,000 in the all-time record year of 2008. Compared with 2007, production of both cars and light commercial vehicles fell by 10%, to 507,000 and 85,000, respectively.

PRODUCTION OR ASSEMBLY SITES/TOTAL PRODUCTION PER MODEL

Group/Make	Model	Launch date	Production or assembly sites in 2013	Production (in units) Total at the end of 2013
PSA PEUGEOT CITROËN				
Peugeot, Citroën	iOn, C-ZERO	2010	Japan (Mitsubishi)	5,900 / 5,900
Peugeot, Citroën	107, C1	2005	Kolin (Czech Rep.)	799,000 / 764,100
Peugeot	207	2006	Villaverde (Sp.), Argentina, Porto Real (Braz.), China	2,559,800
Peugeot	208	2012	Poissy, Mulhouse, Trnava (Slovakia), Porto Real (Braz.)	577,400
Citroën	C2	2003	China	700,600
Citroën	C3, DS3	2002/2008/2009	Aulnay, Poissy, Porto Real (Braz.), Trnava (Slovakia)	3,633,600 / 284,200
Peugeot, Citroën	301 / C-Elysée	2012	Vigo (E), China	88,400 / 66,400
Peugeot	307	2001	China	3,718,900
Peugeot	308	2007	Mulhouse, Sochaux, China, Argentina	1,573,600
Peugeot	RCZ	2010	Austria (Magna Steyr)	57,100
Peugeot	2008	2013	Mulhouse	78,900
Peugeot	3008	2009	Sochaux, China	580,200
Peugeot	5008	2009	Sochaux	259,400
Citroën	C4, DS4	2004/2010/2011	Mulhouse, Vigo (E), China, Russia, Argentina	3,237,700 / 94,800
Peugeot, Citroën	4008, C4 Air Cross	2012	Japan (Mitsubishi)	20,000 / 33,600
Citroën	C5, DS5	2008/2011	Rennes-la-Janaïs, Sochaux, China	1,257,300 / 57,200
Peugeot	408	2010	Russia, China, Argentina	286,200
Peugeot	508	2010	Rennes-la-Janaïs, China	341,200
Peugeot, Citroën	807, C8	2002	Hordain	192,100 / 150,200
Peugeot, Citroën	Bipper, Nemo	2008	Turkey (Tofas)	189,300 / 201,800
Peugeot, Citroën	Partner, Berlingo	1996/2008	Vigo (E), Manguvalde (P), Turkey, Argentina	2,249,300 / 2,725,900
Peugeot, Citroën	Expert, Jumpy	2007	Hordain	532,200 / 490,600
Peugeot, Citroën	Boxer, Jumper	1994/2006	Val di Sangro (I)	889,000 / 768,900
RENAULT GROUP				
Renault	Twingo	2007	Novo Mesto (SI)	870,765
Renault	Wind	2010	Novo Mesto (SI)	13,169
Renault	Pulse	2011	India	10,626
Renault	Clio	1998/2005/2012	Flins, Turkey, Novo Mesto (SI.), Valladolid (Sp.), Dieppe, Argentina, Colombia	5,708,198 / 2,875,376 / 442,339
Renault	ZOE	2012	Flins	10,412
Renault	Symbol	2008	Argentina, Turkey	358,187
Renault	Captur	2013	Valladolid	116,165
Renault	Logan	2005 / 2013	Russia, Brazil, Morocco, Colombia, Iran	1,394,516 / 17,581
Renault	Latitude	2010	South Korea	36,855
Renault	Sandero	2007 / 2012	Brazil, Morocco, Colombia, South Africa (Rosslyn), Russia	898,251 / 56,754
Renault	Duster	2010	Russia, Brazil, Colombia, India	502,480
Renault	Fluence / Fluence ZE	2009/2011	Turkey, India, Argentina	390,976 / 4,561
Renault	Mégane	2002/2008/2009	Douai, Palencia (E), Turkey, Brazil, Russia, Iran	3,825,572 / 1,940,092 / 101,715
Renault	Scala	2012	India	10,232
Renault	Laguna	2007	Sandouville	330,837
Renault	Espace	2002	Sandouville	372,304
Renault	Kangoo / Kangoo ZE	1997/2007/2011	Maubeuge, Morocco, Argentina	2,648,133 / 771,994 / 13,629
Renault	Master	1997/2010	Batilly, Brazil	1,109,542 / 334,555
Renault	Trafic II	2001	Luton (UK, GM), Barcelona (E, Nissan)	684,895
Dacia	Logan	2004/2012	Pitesti (Romania)	1,294,847 / 106,977
Dacia	Sandero	2008/2012	Pitesti (Romania)	515,027 / 129,987
Dacia	Duster	2010	Pitesti (Romania)	479,022
Dacia	Lodgy	2012	Tangier (Morocco)	74,793
Dacia	Dokker	2012	Tangier (Morocco)	64,413
RSM	SM3 / Fluence	2002/2009/2013	Busan (South Korea)	519,763 / 169,864 / 387
RSM	Latitude	2010	Busan (South Korea)	178,633
RSM	QMS (Koleos)	2007	Busan (South Korea), India	46,527
RSM	SM7	2011	Busan (South Korea)	17,261

Sources: CCFA, PSA Peugeot Citroën, Renault.
See notes on page 74.

210 MILLION VEHICLES
HAVE BEEN PRODUCED BY FRENCH
AUTOMAKERS WORLD-WIDE SINCE 1898

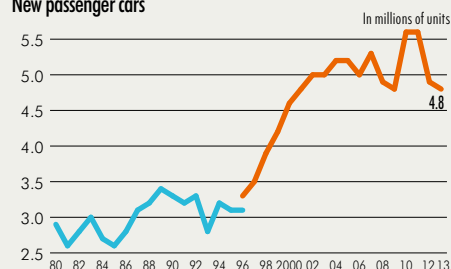
MARKETS FOR NEW FRENCH VEHICLES

In 2013, following the crisis, domestic sales of French automakers and sales outside France dropped again, by 4% and 1% respectively, but not as drastically as the year before. French manufacturers' market share in their markets rose to 22% (20% for passenger cars, 31% for light commercial vehicles and 40% for heavy trucks). Export mar-

kets represented 78% of the French automobile manufacturers' sales, compared with two-thirds in 2000 and less than 60% in 1990. Exports outside the European Union in 2013 stood around 60% of the total markets of French manufacturers, against just over 50% in 2010 and less than 30% in 2000.

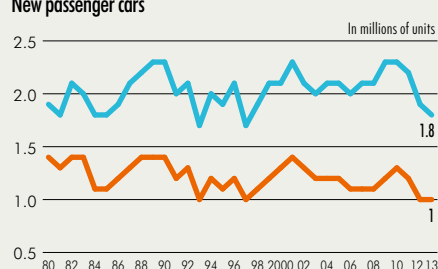
WORLD PRODUCTION OF FRENCH MANUFACTURERS

New passenger cars



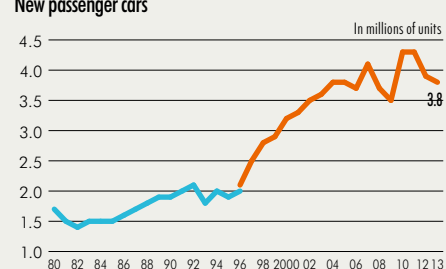
VEHICLE REGISTRATIONS IN FRANCE

New passenger cars

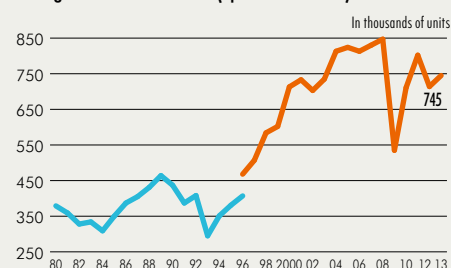


FRENCH EXPORTS

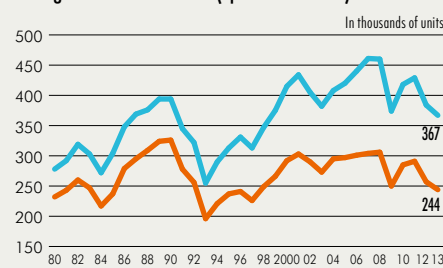
New passenger cars



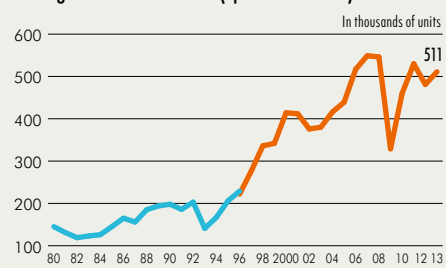
New light commercial vehicles (up to 5 metric tons)



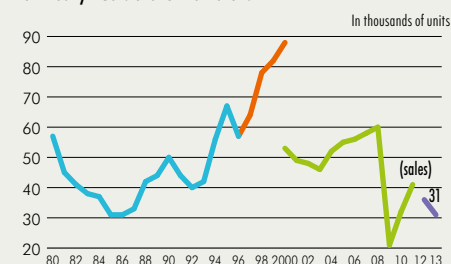
New light commercial vehicles (up to 5 metric tons)



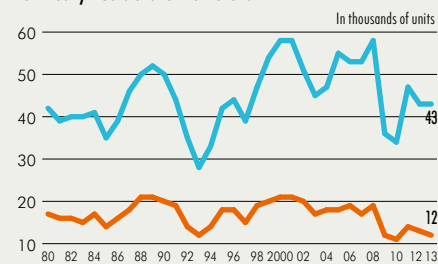
New light commercial vehicles (up to 5 metric tons)



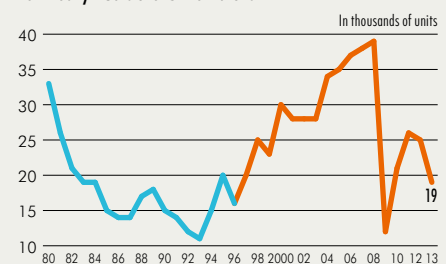
New heavy trucks over 5 metric tons



New heavy trucks over 5 metric tons



New heavy trucks over 5 metric tons



(1) Starting in 2012, the scope of heavy trucks includes invoices for 6 metric tons and greater, including CKD (see note page 77).

From 1997 to 2001, registrations of vehicles from French manufacturers in France was in a downward phase due to an available range that was not only rich in new models, but also high-powered and affordable. The cycle reversed in the period 2002-2007. Tougher competition followed by a selective sales strategy applied by French manufacturers have prevented them from consolidating these gains. In 2008, the rise in volumes sold can be explained by the dynamic commercial vehicle market and the offer from French manufacturers that was rich in models with low CO₂ emissions in line with the "incentive/penalty" ("bonus/malus") system. In 2009 and 2010, this eco-scheme associated with the scrap incentive program supported general car sales and particularly those

of French groups adapted to the offer. In 2011, the end of the scrap incentive system and the impact of the crisis in the countries in which they have a major presence led to falling sales, specifically for French manufacturers.

Since 2006, French car exports have included the Renault Trafic II and, since 2007, the exports of Renault Samsung Motors. French passenger car exports amounted to 3.8 million units, a fall of 1%. Exports of light commercial vehicles advanced again, climbing 6% to 511,000 units, whereas exports of heavy trucks plummeted by 26% to 19,000 units.



22% SHARE

OF THE FRENCH MARKET
IN FRENCH
MANUFACTURERS' SALES

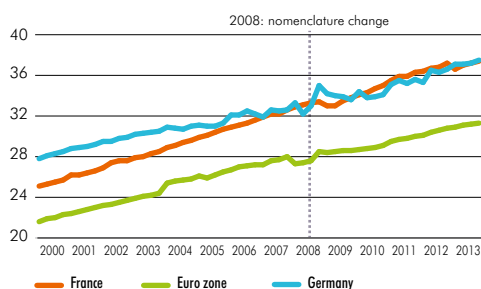
COMPETITION FACTORS IN THE FRENCH AUTOMOTIVE INDUSTRY

In a highly competitive global market, French automobile manufacturers must be efficient and deal with issues that the whole industry is facing. These include the burden of mandatory levies on the factors of production and the exchange rate, as well as other issues that are unique to the automotive industry, such as the opening of the base market to competition... All these issues impact the margin rates (the ratio of gross operating surplus to value added). Margin size has an impact on the financing of investment and the improvement of companies' competitive position. Several reports in recent years, including the "Pact for the competitiveness of French industry" (2012), had demonstrated the sustained weakness of margins of French industry compared with other eurozone countries. This Pact led the government

to draw up a "National pact for growth, competitiveness and employment", which, among other things, created the Competitiveness and Employment Tax Credit (*Crédit d'Impôt Compétitivité et Emploi*—CICE), for a total amount of €20 billion, based on the salary basis excluding salaries that are higher than 2.5 times the index-linked minimum growth wage (SMIC). But the average salary in this industry, one that is highly exposed to international competition, is higher than the CICE cap (and still greater in the automobile industry), meaning that it derives only a 20% benefit from it. The Responsibility Pact lowers the contributions made by employers as well as taxation. Once it is implemented, starting in 2015, it should help level out France's special situation.

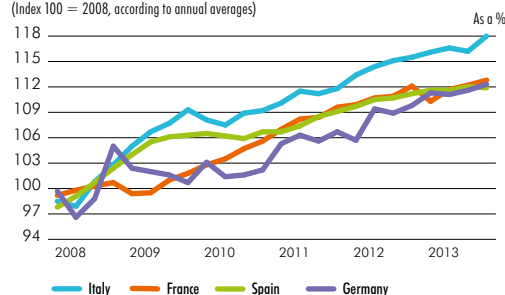
LABOR RATES IN THE MANUFACTURING INDUSTRY (in euro per hour)

Results of the four yearly ECOMOSS survey and extrapolation using quarterly indices of labor costs.

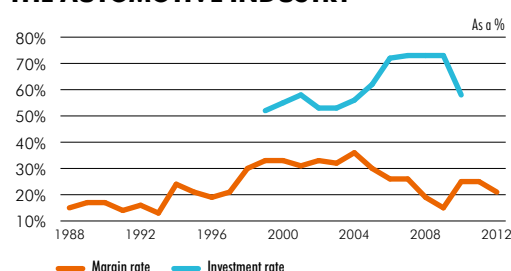


LABOR RATES IN THE MANUFACTURING INDUSTRY (in euro per hour)

Results of the four yearly ECOMOSS survey and extrapolation using quarterly indices of labor costs (Index 100 = 2008, according to annual averages)



MARGIN RATE (GOS/VA) AND INVESTMENT RATE (GFCF/GOS) OF THE AUTOMOTIVE INDUSTRY



The margin rate is the ratio of the gross operating surplus to the value added before tax, and the investment rate is the ratio of gross fixed capital formation to value added, before tax. Source: Insee (national account, base 2010).



14 POINTS

THE DIFFERENCE BETWEEN FRANCE AND GERMANY FOR HOURLY LABOR COSTS IN MANUFACTURING BETWEEN 2000 AND 2013, TO FRANCE'S DISADVANTAGE

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. To continue to grow, the French car industry must guarantee performance comparable to that of its European, American, Japanese, Korean and in the future, Chinese, even Indian competitors. Margin rate (operating income/sales) is one of the tools that can be used to measure this performance of automotive groups. In 2013, it stood at 3.0% for Renault and -0.3% for PSA. And yet, the margin rate of the German groups stood at 5.9% for Volkswagen, 10.5% for BMW and 9.2% for Daimler. In more general terms, in a European context that lost more than 4 million light vehicles (passenger cars and light commercial vehicles) between 2007 and 2013, the performance of

European general manufacturers is at best level, but they are mostly suffering considerable losses.

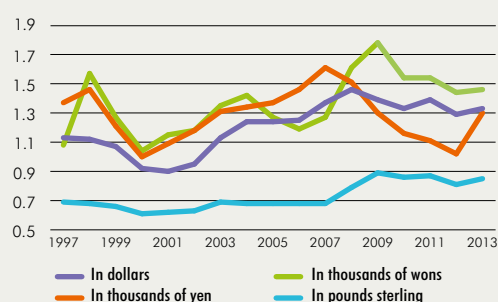
Beyond the problems of globalized competition and industry (payroll, social and fiscal costs), there are competitive factors specific to the French automotive industry, resulting from the properties of the vehicles themselves and of the global automobile industry.

One of the factors affecting the French industry is the weight of social security contributions in the job factor. In France, it is one of the highest in the European Union including the eurozone. It is higher than the United Kingdom, Italy, Spain, etc. and much higher than costs in Eastern Europe. However, compulsory deductions from production affect automotive manufacturing directly and indirectly through the chain of supply.

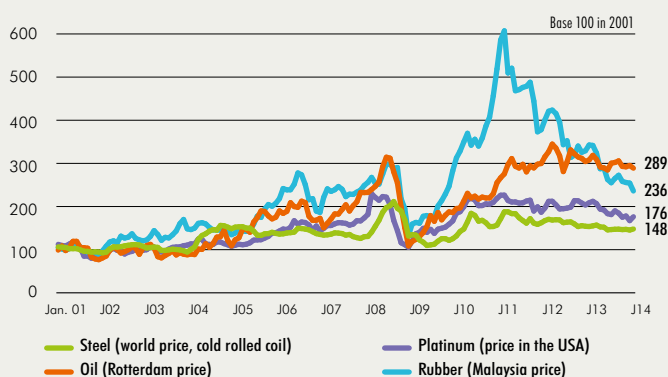
The prices of raw materials in euro have increased hugely since 2001, despite the fall observed during the latest crisis. At the start of 2014, the price of oil was up by 189%; rubber was up by 136%, and steel by 48%. It is difficult to pass price hikes on to consumers in the current climate of stiff competition. This is particularly the case in so-called

developed countries in light of the multiple choices made by households in terms of consumption. Finally, for the freight sector that buys light commercial vehicles and heavy trucks, the weak outlook and current gloomy context weighs on business and prices.

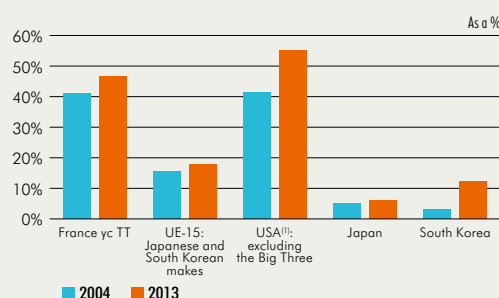
EURO EXCHANGE RATE VARIATION



RAW MATERIAL PRICES IN EURO

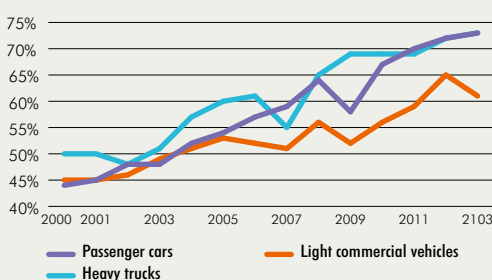


SHARE OF FOREIGN MAKES IN PASSENGER CAR MARKETS



(1) USA: market share based on light vehicles. The Big Three are General Motors, Ford and Chrysler (excluding European makes). Source: CCFA.

SHARE OF NON-EUROZONE IN FRENCH MANUFACTURERS' EXTERNAL MARKETS



Source: CCFA.

Furthermore, the exchange rate can significantly alter trade terms because of the increasingly large share of production outside of the eurozone.

Since early 2002, the rise of the euro has affected French exports, forcing companies to bolster their sales and production initiatives in order to continue to expand their markets outside the eurozone (72% of total markets in 2013, compared with 47% in 2002). 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, such as Japan or South Korea, market access is more difficult and local manufacturers therefore have a broader base market from which to develop internationally. This has resulted in trade asymmetry between these two countries and the European Union.



72% SHARE
OF NON-EUROZONE
IN FRENCH
MANUFACTURERS'
EXTERNAL SALES
(ALL VEHICLES)

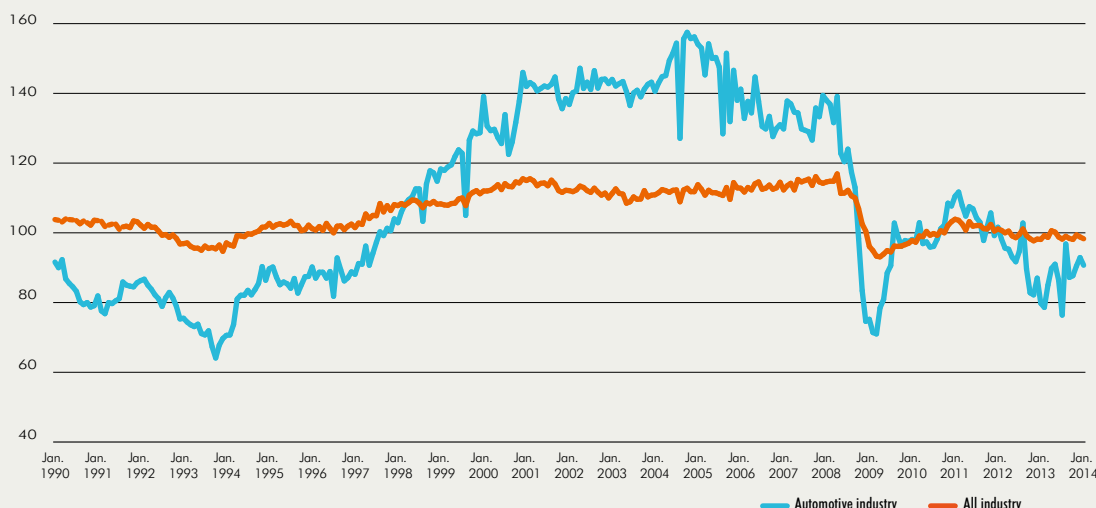
CONSOLIDATION OF THE AUTO INDUSTRY

Registrations of new light vehicles (passenger cars and light commercial vehicles) in Western Europe stood at 12.9 million units in 2013 against 16.9 million in 2007, which is a reduction of 24%. This collapse of the markets can be seen in the industrial production index of the French automotive industry measured by the INSEE (base 100 in 2010) which fell from 146 in 2005 to 87 in 2013.

The automotive industry restructured to deal with such a major crisis. The *Plateforme de la Filière Automobile* (PFA – Automotive Branch Platform) was set up in 2009 by French automobile manufacturers and

their suppliers, who joined to form the *Comité de Liaison des Fournisseurs de l'Automobile* (CLIFA – Automotive Suppliers' Liaison Committee), which aimed to improve the effectiveness of the automotive industry. The *Comité Stratégique de Filière de l'Automobile* (CSFA – Strategic Committee of the Automotive Branch) was created in the context of the *Conférence Nationale de l'Industrie* (CNI – National Industry Conference)—which was renamed *Conseil National de l'Industrie* (National Industry Council) in early 2013. The CSFA brings together the entire industry, upstream and downstream, including employees unions.

INDUSTRIAL PRODUCTION INDEX



**2009
YEAR**

IN WHICH THE
PLATEFORME
DE LA FILIÈRE
AUTOMOBILE
(AUTOMOTIVE
BRANCH
PLATFORM – PFA)
WAS CREATED

The economic and financial crisis had significant effects on the automotive sector, upstream starting with the suppliers and downstream as far as vehicle sales/maintenance, including freight transport, manufacturers of equipment and services for companies, including research and development. The fabric has weakened, and in order to address this context, the PFA, which is the responsible party, has established four priorities: lean manufacturing, future skills and jobs, better management of communication, and the medium- and long-term strategy for the competitiveness of manufacturers and their suppliers. Since 2010, it has relied on a regional level on the *Associations Régionales de l'Industrie Automobile* (ARIA – Regional Associations of the Automotive Industry). Following an initial active phase, it consolidated in 2012, mainly around the *Comité Technique Automobile* (CTA – Automotive Technical Committee), the *Comité de Standardisation Technique Automobile* (CSTA – Automotive Technical Standardization Committee) and the *Comité de Recherche Automobile* (CRA – Automotive Research Committee). The purpose of the CTA is to provide a common vision for the automotive industry in terms of research and innovation. Some of its research programs (e.g., a car that consumes just 2 liters every 100 km, a driverless car and installation of electric charging stations on streets) are associated with many plans included in the “New industrial France” policy launched by the government in September 2013. The PFA is also a member of the CSFA.

The CSFA was created in 2010, together with ten other Strategic Branch Committees, following the *États Généraux de l'Industrie* (EGI – Industry Summit) held the same year. It includes automobile and heavy truck manufacturers which a presence in France, “tier1” equipment manufacturers and a large number of SMEs and temporary employment agencies

which supply the automotive industry and belong to various sectors (mechanical systems, plastics, stamping, foundries, etc.). Bodybuilders and the downstream side of the branch (distribution, repairs) are also included, as are players in R&D, in particular competitiveness clusters and major public research bodies (IFPEN, IFSTTAR). Branch employee unions also participate. In October 2012, a sector contract was signed that defined four working areas: a common vision in the branch for anticipating economic changes, innovation and R&D, industry solidarity and player globalization. In 2013, some objectives of the contract have already been fulfilled, such as defining the priority paths for research and development (relying on the work done by the CTA) and the extension of the FMEA for three additional years (see opposite page). CSFA's 2014 priorities will also concern the special features of the heavy truck and of the downstream side.



INTERVENTION FUNDS, RESEARCH TAX CREDITS, FUTURE INVESTMENTS



The automotive industry requires considerable infrastructure investments (production sites, etc.), which are paid off over long periods. In addition, during their design and before they are sold, vehicles require work in research centers lasting several years, in a process of permanent progress, in order to be able to meet the needs of society in terms of safety as well as the environment. The automotive industry is a capital-intensive industry which, in general terms, has considerable financing needs.

During the financial crisis, this specific feature had a serious effect on the automotive industry, and the public authorities created structural instruments to encourage long-term financing (Strategic Investment Funds in 2008 and a Fund for Modernizing Automotive Equipment Manufacturers in 2009, which were both rolled up into Bpifrance in 2013) and research and development capabilities (Research Tax Credit and future investments).

INVESTMENT FUNDS

	Goals and provisions	List of recipients
The Strategic Investment Fund (FSI) (created in November 2008), which became Bpifrance Participations in 2013 when Bpifrance was created.	At the outset: Sovereign wealth fund set up by the public authorities to meet the equity capital needs of companies with potential for growth and competitiveness for the economy At the end of 2013, the capital was in excess of 15 billion euro.	Gruau, Mécachrome, Valéo
Fund for the modernization of automotive equipment manufacturers (FMEA) (created in January 2009)	To take minority holdings in companies working in the automotive branch which are undertaking industrial projects that create value and competitiveness for the economy. Total investments come to between five and sixty million euro. Initial provision of €600 million equally distributed among PSA Peugeot Citroën, Renault SA and the FSI (which is now Bpifrance Participations).	Agrati, Atelier des Janves, Bourbon, Cooper Standard, Defta, Delfingen, Faurecia AC, FSD SNOF, Maïke Automotive, Mecaplast, Metaltemple, SAFE, Saint-Jean Industries, Savoy International, Sofedit/Gestamp, Trèves
Fund for the modernization of automotive equipment manufacturers (FMEA) Tier 2 (created in November 2009)	Fund specifically aimed at smaller automotive suppliers (Tier 2 and higher) Total investments come to between €1 and 5 million. Initial provision of €50 million gathered by five leading automotive equipment manufacturers and the players of FMEA Tier 1.	Adduxi, Altia, Citèle, Devillé, Embaltech, FMX, Maïke Automotive, PJ Industry, Saint-Jean Engine, SPPP, Tecma

Source: Bpifrance.

In connection with long-term financing, since it was created the Strategic Investment Fund (FSI), now Bpifrance Participations since the public investment bank Bpifrance was created, had invested in three companies in the automotive sector. As for the Fund for the modernization of automotive equipment manufacturers tier 1 (FMEA tier 1) to which French manufacturers contributed €400 million, it has invested €328 million in 16 equipment manufacturing companies. The Fund for the Modernization of Automotive Equipment Manufacturers tier 2 (FMEA tier 2) in turn has contributed €26 million to eleven companies. Future investments were launched at the end of 2009 after the Juppé-Rocard report recommended boosting innovation in France. The objective of this investment program is to strengthen productivity and improve the competitive edge of French companies. It started with an initial tranche of €35 billion euro which was supplemented by a second tranche of €12 billion in 2013. The €750 million dedicated to the automotive sector concern vehicles for the future which must be more economical and more efficient in environmental terms. The automotive industry also benefits from sections which it can access among the other future investment programs, including a project relating to the creation of an internationally oriented "Institute for Excellence in Carbon-Free Energy" named "Véhicule Décarboné Communicant et sa Mobilité" (VeDeCoM – Communicating Carbon-Free Vehicle and its Mobility). VeDeCoM is based on a single site in the Yvelines and is set to become a reference in the new eco-mobility branch. It has three areas for research: electric vehicles, driving delegation and connectivity, and shared mobility and energy. It includes over 40 members: large industrial groups including PSA and Renault, SMEs, research laboratories and centers, colleges and training centers, as

well as local authorities. The planned 10-year budget is around €300 million, of which €67 million is earmarked for the period 2014–16. French automakers are also members of the Jules Verne Technological Research Institute (IRT) at Nantes. The 10-year budget is around €350 million, partially funded by "future investments." It specializes in advanced production technologies for composite, metal and hybrid structures. It focuses on the transportation equipment, including the car, as well as energy. The public authorities also support Research and Development in companies through the Research Tax Credits (CIR), a fiscal measure created in 1983, improved in 2004 but simplified and amplified by the 2008 Finance Act. In 2011, the manufacturing industry received 61% of the total Research Tax Credits, representing €5.1 billion. The automotive industry was the third highest recipient of Research Tax Credits, representing 6.9%, or €354 million. Loans from the European Investment Bank (EIB) and the Framework Program for Research and Technological Development (PCRD) of the European Union also make it possible to guarantee effective stimulation of funding for R&D. Nevertheless, in the European Union as a whole, the automotive industry accounts for one quarter of all private R&D, twice as much as aeronautics, while receiving five times less assistance. Moreover, countries that have traditionally been strong in the automotive industry as well as the BRIC countries are also providing major support for the automotive branch, in particular in terms of R&D.



329 MILLION EURO

IN 16 EQUIPMENT
MANUFACTURING
COMPANIES:
MAGNITUDE OF
INVESTMENT BY FMEA IN
THE AUTOMOTIVE INDUSTRY
AT THE END OF 2013

THE AUTOMOTIVE INDUSTRY IN FRANCE'S REGIONS

If we count direct jobs (production and research sites of manufacturers), indirect jobs (supplier sites) and induced jobs (generated by the business

of the former), the automotive economy is often a mainstay of local economies.

VALUE ADDED MULTIPLIERS BY SECTOR (EXCLUDING COKING-REFINING)

Sectors	Agriculture	Agri-food products	Capital goods	Automotive	Aviation and space	Other transport equipment (excluding aviation)	Other industrial products	Power, water, waste	Construction	Trade, services
Multipliers	2.3	2.8	2.3	4.1	4.8	3.0	2.3	2.1	2.0	1.5

Source: INSEE - Outlook report - March 2012.

AUTOMOBILE-CONNECTED JOBS IN THE REGIONS

Regions	Direct jobs	Indirect jobs	Induced jobs	Reference year	Sources
Haute-Normandie	8,070	18,900	n/a	2010	Insee Haute-Normandie, <i>Aval</i> , No. 122, September 2012
Nord-Pas-de-Calais	18,928	17,692	n/a	2011	Insee NPDC, <i>La filière automobile en Nord-Pas-de-Calais</i> , February 2014, October 2012, September 2010
Sud Alsace (Mulhouse) and Nord Franche-Comté	9,400	3,500	2,345	2007	Insee Alsace, <i>Chiffres pour l'Alsace</i> , No. 2, March 2009
Nord Franche-Comté (Sochaux)	11,800	2,400	6,200	2007	Insee Franche-Comté - <i>L'essentiel</i> , No. 113 – May 2009
Lorraine	almost 20,000 employees			2006	Insee Lorraine, <i>Économie Lorraine</i> , No. 148, <i>L'industrie automobile en Lorraine: des positions à consolider</i> , November 2008
Seine-Aval	11,200	3,300	+3,600	2006	Insee Ile-de-France – On page No. 291 – January 2008
Val-d'Oise and Yvelines	75,000	75,000	50,000 to 100,000	2006-2007	RAVY (Réseau Automobile Val-d'Oise - Yvelines) - Press release - 2008 Edition



4.1 UNITS

OF VALUE ADDED IN
THE NATIONAL ECONOMY
GENERATED FOR
EACH UNIT OF VALUE
ADDED IN THE
AUTOMOTIVE SECTOR

The Insee Outlook Report of March 2012 shows that one unit of value added in the automotive sector generates 4.1 units of value added in the national economy.

The automotive industry has the highest value added multiplier after the aviation and space industry. In addition, industrial sites generate local economic activity that is not limited exclusively to their own employees (direct employment). Regional divisions of the Insee have produced papers describing, on the one hand, indirect jobs made up of personnel employed by suppliers, sub-contractors and service providers and, on the other hand, induced jobs, which are those that are required to fulfill the consumption needs of employees (direct and indirect) and their families.

The 2012 study by the Insee Haute-Normandie shows that the automotive industry employed 27,000 people in the region in 2010, of which 8,000 were in manufacturing and 19,000 were in the rest of the branch, including 48 % in equipment manufacturers, 30 % in the production of intermediate goods and 9 % in design and analysis. Studies by the Insee Nord-Pas-de-Calais from February 2014 indicate that the automotive industry had 36,000 employees in 2011, including 19,000 in automotive manufacturing. Moreover, in this region, more than 40% of the employees in the plastics sector and almost one quarter of workers in the metalworking industry are dedicated to the automotive branch. The 2009 study relating to the south of Alsace and the north of Franche-Comté highlighted that in 2008 45,000 people overall (spouses, children) depended on the activity of the 13,000 people employed directly or indirectly by the automotive industry. Also, the studies conducted in 2008 relating to the Seine-Aval

region indicated that one in six jobs depended on the activity of the PSA Peugeot Citroën and Renault plants in the area, specifically the Poissy and Flins sites, respectively. The ratio of employees to temporary workers on these sites is 5 to 1.

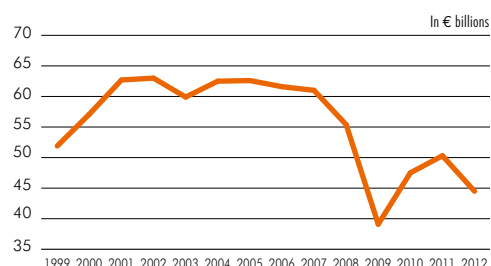
The *Associations Régionales de l'Industrie Automobile* (Regional Associations of the Automotive Industry – ARIA), regional representatives of the *Plateforme de la Filière Automobile* (PFA), bring companies (manufacturers, equipment manufacturers and other suppliers) of the automotive branch in the regions together with the public authorities and education and research establishments. There are 15 of these. They perform various tasks: increasing competitiveness, improving industrial performance, access to new opportunities (customers and markets), emergence of new projects, promotion of the image of the sector in the regions. They also cooperate with automotive competitiveness clusters. Furthermore, each ARIA organizes the Regional automotive operating committee which brings together the Public Authorities (DIRECCTE and the leading automotive company in the region, credit intermediary, OSEO, *Caisse des Dépôts et Consignations*), the UIMM and other professional bodies, as well as the competitiveness clusters. According to Insee data, as at January 1, 2012, the greater Paris region accounted for 22% of the personnel of the automotive industry (including manufacturers, equipment manufacturers and bodybuilders). The other major regions for the automotive industry were the Nord – Pas-de-Calais (11%), Rhône-Alpes and Franche-Comté (9% each), Alsace and Lorraine (6% each), Upper and Lower Normandy, as well as Pays de la Loire (around 5% each).

ECONOMIC RATIOS OF THE AUTOMOTIVE INDUSTRY IN FRANCE

As a crossroads between many different technologies, the automotive industry needs considerable investments. Automotive manufacturing has been reinvesting almost 3% of its total sales since the start of the crisis in late 2008. In a new scope of the industry (now including extractive industries, food industries and industrial companies with fewer than 20 employees), the automotive industry represented almost

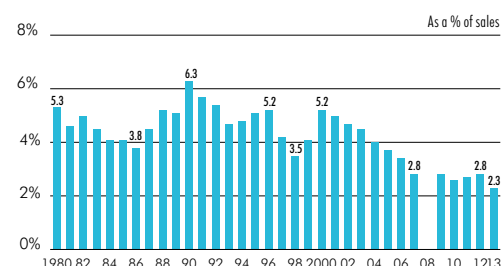
5 % of the fixed investments exclusive of contributions in 2011 (4 % in 2010 and almost 7 % in 2009). To address new social demands (the environment, road safety, etc.), the automotive industry is investing more in intangibles and R&D (see the next few pages) for which “automotive” competitiveness clusters are particularly appropriate.

TOTAL PURCHASES OF THE AUTOMOTIVE SECTOR

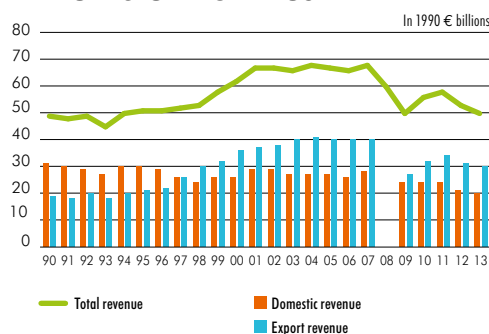


Source: Insee, National accounts, base 2005 (see also page 54).

CAPITAL EXPENDITURE BY THE AUTOMOTIVE MANUFACTURING INDUSTRY⁽¹⁾

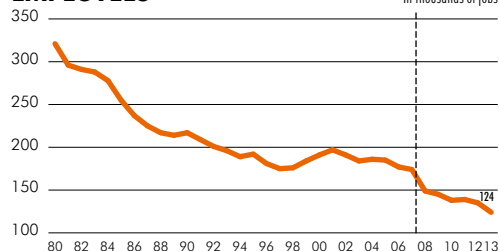


DOMESTIC AND EXPORT SALES BY THE AUTOMOTIVE MANUFACTURING INDUSTRY⁽¹⁾

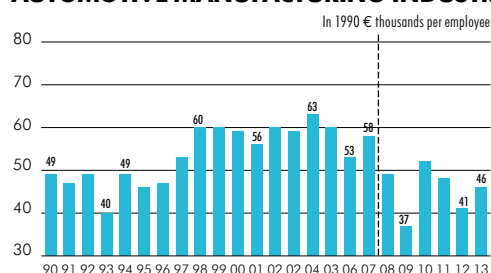


(1) CCFA estimates for 2013: see also pages 80 and 81 (in particular for concept changes).

AUTOMOTIVE MANUFACTURING EMPLOYEES⁽¹⁾



VALUE ADDED PRODUCED BY THE AUTOMOTIVE MANUFACTURING INDUSTRY⁽¹⁾



Every year, the SESSI, formerly the statistics unit of the department of industry but now reporting to Insee, produced annual surveys providing one of the main sources of information about French industry. These surveys have been overhauled with the new ESANE information system. A new economic activity categorization was launched in early 2008 (see pages 80 and 81). 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 tires, plastics, capital goods and glass are classified under other categories (see also page 59).

Automotive manufacturing

Following strong growth between 1996 and 2004 (30%), in line with the increase in vehicle production, value added (excluding tax) of automotive manufacturing, in constant euro and by employee, has

fallen under the impact of various factors: expenses linked to new environmental standards, stagnation and then collapse of the Western European market for new vehicles worsened by the crisis, and the rising cost of raw materials. In 2013, the uptick recorded was not sufficient to bounce back to the level of 2008, the first year of the financial crisis. The automotive manufacturing industry dedicated almost 2% of sales to capital expenditure, representing more than €1.5 billion, to develop new models and optimize its production capacity. These figures do not include research and development costs (see page 34). Export sales have increased constantly since 1990, when they reached 38%, oscillating around 60% until the crisis of 2008. After falling in 2009, this share has recovered since, reaching its pre-crisis levels in 2013.



2.7% AVERAGE

SINCE 2008 OF THE
PERCENTAGE OF REVENUE
DEVOTED TO INVESTMENT
IN AUTOMOTIVE
CONSTRUCTION

RESEARCH AND DEVELOPMENT EXPENDITURE IN THE AUTOMOTIVE SECTOR

In 2011, the French automobile industry remained the leader of all other industries in France in terms of corporate research and development spending. The industry spent €6.5 billion, accounting for 18% of total corporate spending on research and development.

After rising strongly between 2001 and 2006 (24%), R&D expenditure in the automotive industry reached a ceiling of around €4 billion before growing again in 2008 (10%). After 2009, the crisis significantly limited the financial resources, but expenditure only fell by 2% in 2009

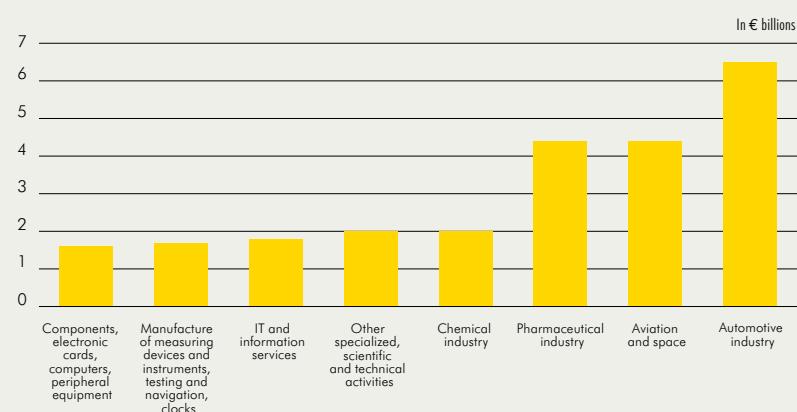
and 2010, stressing its vital, long-term nature. It represents 45% of the gross value added in the sector. The automobile leverages a wide variety of technologies and therefore requires significant research initiatives to ensure its reliability throughout its lifetime, user safety and environmental protection; this is even more significant with the transition from the Euro 5 to the Euro 6 standard. The automotive 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 2011

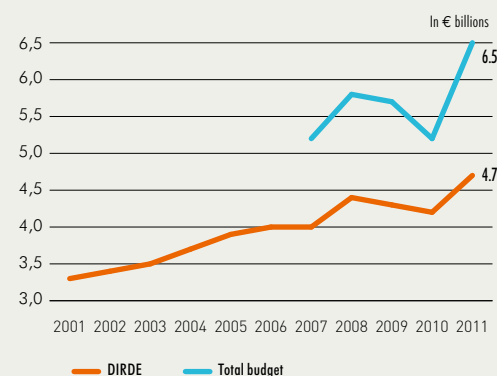
	DRDS ⁽¹⁾	ERDS ⁽²⁾	Total budget		Of which public financing ⁽³⁾	
	in € millions	in € millions	in € millions	as a % of total	in € millions	as a % of total
Automotive industry	4,706	1,806	6,512	17.5%	7	0.3%
Aviation and space	2,850	1,583	4,433	11.9%	18	0.8%
Pharmaceutical industry	3,130	1,263	4,392	11.8%	s	s
Chemical industry	1,540	439	1,978	5.3%	78	3.4%
IT and information services	1,853	109	1,962	5.3%	52	2.3%
Other specialized, scientific and technical activities	1,472	305	1,776	4.8%	12	0.5%
Manufacture of measuring devices and instruments, testing and navigation, clocks	1,315	376	1,690	4.6%	5	0.2%
Components, printed circuit boards, computers, peripherals	1,422	192	1,614	4.3%	8	0.4%
Manufacture of machinery and equipment not included elsewhere	1,025	174	1,199	3.2%	s	s
Manufacture of electrical equipment	965	227	1,192	3.2%	131	5.7%
Manufacture of communication equipment	977	206	1,184	3.2%	259	11.4%
Publishing, audiovisual, and broadcasting	896	164	1,060	2.9%	249	10.9%
Other branches	6,616	1,513	8,129	21.9%	1,462	64.1%
TOTAL	28,766	8,358	37,123	100.0%	2,281	100.0%

(1) DRDS: Domestic Research and Development Spending. (2) ERDS: External Research and Development Spending. (3) Excluding research tax credits.
s: statistical secret. Source: Ministry of Higher Education and Research (MESR DGESIP-DGRI SIES).

TOTAL CORPORATE RESEARCH AND DEVELOPMENT EXPENDITURE IN FRANCE IN 2011 IN THE MAIN RESEARCH SEGMENTS



AUTOMOTIVE INDUSTRY RESEARCH AND DEVELOPMENT SPENDING



**18%
SHARE**

OF THE AUTOMOTIVE
INDUSTRY IN THE
TOTAL RESEARCH AND
DEVELOPMENT BUDGET
OF COMPANIES IN 2011

The Office for research-related statistics 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. From 2008, data are published in a new economic category. Since 1999, the leading R&D segment in France has been the automotive industry, except in 2007 when it was ranked second. The R&D segment in France stimulates its suppliers such as the plastics and electronics industries. In 2011, 23% 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 2011, 34,000 equivalent full-time employees (including 16,700 researchers) worked in automotive R&D. These figures were up 4% compared to 2003 (32% for researchers). According to the French National Industrial Property Institute (INPI), PSA Peugeot Citroën Automobiles (including Faurecia) and Renault were among the largest patent applicants with the INPI in 2013. France also has three major equipment manufacturers in the top twenty. The automotive industry still files more patents than any other industry.

AUTOMOTIVE COMPETITIVENESS CLUSTERS IN FRANCE

Set up by the government and local authorities in 2005, these competitiveness clusters bring together companies (small and mid-sized), research units and training centers to work on collaborative projects. They also offer many services: business intelligence, assistance for filing patents, networking, etc. Their role is to boost the competitive nature of the French economy by highlighting its capacity for innovation and encouraging the structure and proximity of the different regions.

The “National pact for growth, competitiveness and employment”, drawn up by the French government in November 2012 had aimed to concentrate the action of competitiveness clusters towards the products and services to be manufactured in order to increase their economic impact in terms of the growth of companies and job creation. This new phase came into effect with the performance contracts for 2013-2018.

AUTOMOTIVE COMPETITIVENESS CLUSTERS IN FRANCE IN 2012⁽¹⁾

	Mov'eo	Véhicule du Futur	LUTB	iDforCAR
With a...	World vocation	National vocation	National vocation	National vocation
Number of companies with a business unit in a competitiveness cluster	266	160	137	98
Of which SMEs (under 250 employees)	189	91	70	59
Employees of business units involved in the cluster (number of people) ⁽¹⁾	74,026	49,892	54,651	29,168
Spending by public bodies on cluster projects (in € thousands) ⁽²⁾	73,101	39,574	5,580	n/a
Spending by corporate bodies on cluster projects (in € thousands) ⁽²⁾	233,443	143,042	3,673	n/a
Total spending (in € thousands) ⁽²⁾	306,544	182,616	9,253	n/a
Number of labeled projects ⁽²⁾	54	26	8	19

(1) Information concerning employees is calculated on the basis of 2011 data.
(2) 2011 data.

Sources: DGCIS survey, INSEE, DIACT, competitiveness clusters.



In 2013, the automotive industry continued its research and development throughout its clusters, deemed effective by the assessment of the Ministry of Industrial Recovery in 2012. Within them, it worked to respond to the challenges of industrial excellence and sustainable mobility. This transverse action brings together automakers, equipment manufacturers, innovative small and mid-sized companies, research laboratories and training organizations including universities.

The internationally oriented Mov'eo cluster (www.pole-moveo.org) covers the greater Paris region (Ile-de-France), Lower Normandy and Upper Normandy regions. Mov'eo has the main aim of federating projects dealing with the optimization of mobility. The following themes were addressed: consumption, the environment, road safety, mobility and services, and mechatronics. In 2013, efforts were focused mainly on cooperation with the other competitiveness clusters, including those outside the automotive industry, and on assisting with the creation of the “Institute for Excellence in Carbon-Free Energy” VeDeCoM prior to its operational launch in 2014. The cluster is also involved in six of the 34 “industrial revitalization plans” launched by the government in September 2013: cars that consume less than 2 liters per 100 kilometers, electric charging stations, battery autonomy and power, self-driving cars, recycling and green materials, and the “factory of the future.”

The Véhicule du Futur cluster (www.vehiculedufutur.com) draws on the traditional catchment areas of the automotive industry, Alsace and Franche-Comté, with interaction with Germany and Switzerland. Its mission was clarified in 2012, revolving around two main pillars: innovation and industrial excellence in the service of companies (supervised by the association of the PerfoEST cluster, which is the ARIA for Alsace and Franche-Comté). The cluster focuses

on the urban vehicle (eco-design, energy consumption, recycling, etc.) and the organization of mobility (e.g., intermodal connections).

The goal of the Transport and Mobility section of the Lyon Urban Truck & Bus (LUTB) cluster (www.lutb.fr) is to meet the challenges put by the growing need for mobility of persons and goods within towns. It coordinates structuring activities for the region: manufacturers, transport operators, research centers, etc. The research projects deal with five main themes: engines and drive trains, safety and security, vehicle architecture, transport system, modeling, and mobility management. In 2013, 20 projects were approved and 13 were finalized. The cluster is also associated with the Rhône-Alpes Automotive Cluster, which is the ARIA for the region and has industrial efficiency as one of its areas for development.

Situated in western France (Brittany, Pays de La Loire, Poitou-Charentes), the iDforCAR cluster (www.id4car.org) focuses on special vehicles and sustainable mobility. The four strategic fields of activity are: intelligent on-board systems, vehicle materials and architecture, innovative vehicles and use, and information and communications to do with sustainable mobility.

It is also possible that clusters that do not specialize in the automotive sector also have interests in this field. For instance, three quarters of the markets for Elastopole, a national-scale cluster that covers the regions of Centre, the greater Paris region (Ile-de-France), Auvergne and Pays de Loire, which focuses on rubber and polymers, are in the automotive sector. I-Trans, a world-class cluster in Nord – Pas-de-Calais and Picardy, specializing in sustainable land transportation, is at the meeting point between rail and automotive.



661
NUMBER

OF COMPANIES
THAT HAD A
BUSINESS UNIT
BELONGING
TO A COMPETITIVENESS
CLUSTER IN 2012

AUTOMOTIVE IMPORTS AND EXPORTS

While global trade was up 2% in 2013, Europe still suffered economic difficulties. Exports of French automotive products were worth just €39 billion. The automotive industry was still one of the leading exporters, along with aeronautics and food, accounting for 9% of total exports. Two companies in the industry featured in the top five exporters In 2012 in the Customs Department listing. Exports were down 3% overall for Europe, while imports rose by 2%. The strength of the import market for new vehicles coming from Germany (amounting to €12.9 billion) weighed heavily on the deficit. The automotive industry had a trade deficit of €5.6 billion.

The positive balance for "parts and engines" increased to €5.2 billion. The surplus is partially explained by the production of sites of French manufacturers outside of France with French supplies, for example for thruster units (surplus of €2.2 billion).

FRENCH AUTOMOTIVE FOREIGN TRADE

In € billions

	New passenger cars	New light commercial vehicles	New heavy trucks	Parts and engines	Automotive industry sector	Used vehicles	Automotive sector	All products ⁽¹⁾	Share of the automotive industry
Exports									
(FOB)									
2012	15.0	2.1	2.4	20.6	40.1	1.1	41.2	433.7	9.5%
2013	13.2	2.4	2.3	20.8	38.8	1.2	40.0	427.6	9.4%
% change 2013/2012	-11.6	15.6	-3.6	1.0	-3.2	7.6	-2.9		
Imports									
(CIF)									
2012	22.4	2.4	2.7	15.9	43.4	1.1	44.6	517.9	8.6%
2013	22.5	2.9	3.4	15.7	44.4	1.1	45.6	506.7	9.0%
% change 2013/2012	0.2	18.7	24.9	-1.2	2.3	1.7	2.3	-2.2	
Balance									
2012	-7.5	-0.3	-0.4	4.8	-3.4	0.0	-3.4	-84.2	
2013	-9.3	-0.4	-1.1	5.2	-5.7	0.1	-5.6	-79.1	
Coverage rate⁽²⁾									
2012	67	87	87	130	92	102	92	84	
2013	59	85	67	133	87	107	88	84	

(1) Not 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.



€39 BILLION

IN EXPORTS OF
AUTOMOTIVE
PRODUCTS FROM
FRANCE IN 2013

In 2013, the automotive industry's share of all goods exports stood at 9%, against 12% in 1997.

As for imports, they accounted for 9% as in 1997, the last time there was a crisis in the French new vehicle market. Exports by the automotive industry were in excess of €50 billion in the mid-2000s before falling to €34 billion in 2009 with the crisis. Since then, they have fluctuated between €39 and €40 billion. Exports of passenger cars accounted for more than €25 billion in 2004-2005 before plummeting to €13.7 billion in 2009. After that, they varied between €13 and €16 billion, due partially to the weakness of the Southern European markets where French auto makers are heavily concentrated. The deficit grew to €9.3 billion by 2013.

After falling sharply in 2009, exports of light commercial vehicles and heavy trucks had made a clear recovery in the following two years. Then light vehicle exports faltered before rising to €2.4 billion, whereas heavy trucks declined slightly for the second year in a row, to rest at €2.3 billion. Imports increased. Deficits in the trade balances of light commercial vehicles and heavy trucks, therefore, deteriorated, falling to €0.4 billion for the former, and €1.1 billion for the latter.

Exports of parts and motors increased by 1%, whereas exports of them dropped by the same percentage. The trade surplus improved by 8% to €5.2 billion. The ten major countries to which France exports are European ones, and chiefly in Western Europe, with the exception of Algeria and China.

EXPORTER RANKINGS — YEAR 2012

Rank	Company ⁽¹⁾
3	Peugeot Citroën Automobile SA
4	Renault SAS
13	Automobiles Peugeot
17	Renault Trucks

(1) In these rankings, Customs uses the company name, not the group.
Source: Customs.



The deficit in heavy trucks (excluding used vehicles) worsened to €5.7 billion (compared with €3.4 billion in 2012). This represents a €7.8 billion deficit with the EU-28 and a €2.1 billion surplus with the rest of the world.

The rise in the deficit for automotive products comes from the collapse of exports observed in the European Union, since the European market is generally at a low point, and from the increase in imports into France. The positive balance with the rest of the world is almost stable

at €2.1 billion. Exchanges with many countries always result in significant surplus figures: Algeria (€910 million), Russia (€650 million), Brazil (€520 million), Switzerland (€520 million), China (€500 million), and Argentina (€390 million). The trade surplus with Africa outside of North Africa amounted to €430 million and the surplus with NAFTA (USA, Canada and Mexico) was €316 million.

INDUSTRIAL AUTOMOBILE TRADE BALANCE

In € billions

	1985	1990	2000 ⁽¹⁾	2005	2010	2012	2013
All	4.57	4.13	9.84	8.21	-3.36	-3.36	-5.66
Within EU (27 countries)					-6.49	-6.81	-7.78
Within EU (28 countries)							-7.76
of which: Germany	-1.62	-2.20	-3.75	-5.54	-6.78	-6.02	-5.56
Austria			0.33	0.43	0.25	0.17	0.14
Belgium-Luxembourg	0.26	0.68	0.35	2.23	1.94	2.37	2.26
Denmark		0.12	0.23	0.34	0.23	0.20	0.15
Spain	-0.55	-0.14	1.55	0.46	-1.98	-2.12	-2.89
Finland			0.17	0.23	0.11	0.09	0.09
Italy	0.59	0.13	0.58	1.56	0.69	0.39	0.08
Netherlands	0.34	0.57	1.54	0.37	0.20	0.11	-0.08
Poland				0.15	-0.50	-0.35	-0.28
Portugal	0.12	-0.12	0.50	0.51	0.02	-0.34	-0.08
Czech Republic				-0.21	-1.08	-1.26	-1.15
United Kingdom	0.98	1.21	3.56	2.81	1.66	1.70	1.74
Slovenia				0.05	-0.42	-0.30	-0.38
Sweden			0.14	0.07	-0.02	-0.20	-0.20
Outside EU (27 countries)					3.13	3.45	2.11
Outside EU (28 countries)							2.09
of which: Switzerland	0.27	0.50	0.59	0.57	0.61	0.64	0.52
Russia				0.22	0.53	1.02	0.65
Turkey		0.17	0.55	0.13	-0.61	-0.54	-0.99
Canada	0.12	0.15	-0.02	0.02	-0.01	0.04	0.09
USA	0.81	0.41	0.46	0.41	0.23	0.15	0.13
Mexico	0.00	-0.01	0.03	0.13	0.03	0.11	0.10
Argentina		0.06	0.38	0.17	0.32	0.38	0.39
Brazil		0.07	0.25	0.19	0.45	0.58	0.58
Algeria	0.56	0.47	0.29	0.52	0.82	1.26	0.91
Morocco		0.18	0.12	0.17	0.27	-0.02	-0.10
China		0.05	0.09	0.26	0.30	0.48	0.50
South Korea		0.02	-0.22	-0.47	-0.23	-0.53	-0.48
Iran		0.10	0.15	0.92	0.64	0.10	0.03
Japan	-0.43	-0.63	-1.04	-1.67	-1.50	-1.66	-1.34

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

In historical terms, after exceeding €4 billion between 1997 and 2005, the trade surplus with the EU-15 gave way to a deficit of €1.2 billion in 2007. In 2008, the deficit worsened to €5 billion. Since then, it has fluctuated between €3.5 and €5.1 billion. It was €4.2 billion in 2013. The negative balance with the EU-28 worsened to €7.8 billion. The deterioration of the negative balance between 2012 and 2013 can partially be explained by the decline in trade with Spain (from -€2.1 to -€2.8 billion) and with Italy (from €0.4 to €0.1 billion), due to the weakness of their domestic markets where French auto makers have a large market share; the increase

in trade with Germany (taking the deficit from -€6.0 billion to -€5.6 billion) did not make a dent in the bigger picture. Nevertheless, there are significant trade surpluses with the Belgium & Luxembourg bloc (€2.3 billion) and the United Kingdom (€1.7 billion). Outside the EU-28, the automotive manufacturing trade surplus stood at €2.1 billion. Trade with Latin America and Africa remains encouraging. The deficit with Japan and South Korea combined further worsened to -€1.8 billion.

**€2.1
BILLION**

**SURPLUS OF INDUSTRIAL
AUTOMOBILE TRADE
BETWEEN FRANCE AND
COUNTRIES OUTSIDE THE EU-
28 FOR 2013**

PASSENGER CARS BY ENGINE TYPE (DIESEL, HYBRID, AND ELECTRIC, ETC.)

Since 2002, there have been more diesel passenger car registrations than registrations of vehicles running on other fuels. In 2013, they represented 67% of total registrations, down after a record level due to the introduction of three-cylinder gasoline engines. Hybrid and electric engines are emerging in France, with market shares of 2.6% and 0.5%, respectively. In Western Europe as a whole, the develop-

ment is slower and they represent only 1.8% and 0.3% of the market. In 2013, one fifth of all hybrid cars registrations and one quarter of all electric car registrations in Europe were in France, and the French share of the overall market was 16%.

DIESEL PASSENGER CARS

	1990	2000	2005	2010	2011	2012	2013	Change 2013/2012 as a %
Production								
In units	804,007	1,648,448	2,328,108	2,178,408	2,213,668	1,883,359	1,848,122	-1.9
As a % of total production	24.4%	35.8%	45.0%	38.8%	39.5%	38.7%	38.6%	
Exports								
In units	292,061	975,038	1,500,989	1,346,022	1,373,140	1,208,770	1,256,429	3.9
As a % of total exports	15.5%	33.7%	39.1%	31.3%	31.7%	30.9%	32.7%	
Registrations								
In units	762,054	1,046,485	1,466,296	1,593,173	1,596,155	1,384,544	1,199,729	-13.3
As a % of total registrations	33.0%	49.0%	69.2%	70.8%	72.4%	72.9%	67.0%	
Cars in use								
In units	3,775,000	9,980,000	14,348,000	18,165,000	18,865,000	19,377,000	19,645,000	1.4
As a % of all cars in use	16.0%	35.6%	47.7%	58.0%	59.8%	61.3%	62.1%	

Source: CCFA.

ELECTRIC AND HYBRID PASSENGER CAR REGISTRATIONS

	2008		2009		2010		2011		2012		2013	
	Units	Market share	Units	Market share	Units	Market share	Units	Market share	Units	Market share	Units	Market share
Electric	4	0.0%	12	0.0%	184	0.0%	2,630	0.1%	5,663	0.3%	8,779	0.5%
Hybrids	8,468	0.4%	9,876	0.4%	9,655	0.4%	13,641	0.6%	27,889	1.5%	46,745	2.6%

Source: CCFA.

MAIN NEW DIESEL PASSENGER CAR RANKINGS IN 2013

Rank	Make	Model	% market
1	Renault	Mégane	7.2
2	Renault	Clio	6.9
3	Citroën	C4	5.9
4	Peugeot	206-207-208	5.5
5	Citroën	C3	3.8
6	Peugeot	308	2.8
7	Peugeot	3008	2.7
8	Volkswagen	Golf	2.5
9	Nissan	Qashqai	2.2
10	Renault	Captur	2.0

Source: CCFA.

6 POINTS

THE REDUCTION IN THE PERCENTAGE OF NEW DIESEL-POWERED PASSENGER CARS REGISTERED IN FRANCE IN 2013

In 2013, France came second in diesel car ownership with 1.2 million new diesel passenger cars, behind Germany with 1.4 million units. 62% of cars in use in France on January 1st, 2014 had diesel engines. In Europe, the market share of new diesel cars has decreased by nearly two points to 53%, representing 6.2 million units. In this market, French manufacturers hold a share of 23%. Looking beyond Europe, the market share of diesel cars in India is around 50%, and in South Korea between 2011 and 2013 it grew 20 or percentage points, to nearly 40%. In 2013, 1.8 million diesel

cars were produced by French manufacturers, down 24% from the record level of 2004. The diesel car share of total production (39%), down slightly from 2012, is still considerably lower than in 2004 (47%). French manufacturers also supply diesel motors to other brands, pursuant to cooperation agreements. In 2013, new hybrid passenger car registrations rose by 68% to 46,700 units; new electric passenger car registrations rose by 55% to 8,800 units (electric light commercial vehicle registrations also rose sharply by 42% to 5,200 units). The strength of these sales is supported by the French government's July 2012 Automobile Plan. The French market is the leading market in Europe for these two engine types. In France, French manufacturers hold a high market share for these engine types, thanks to the ZOE and their hybrids.

NEW CAR REGISTRATIONS BY MODEL, RANGE AND BODY

The range structure of new cars has developed significantly over the last twenty years. Lower range cars represented 63% of the market in 1990, and then remained around 70% during the 1990s before rising to 78% in 2007. They subsequently rose during the crisis (2008-2010), peaking at 85% due to the "incentive/penalty" system and the scrap incentive scheme, before falling again to 80% in 2012. In 2013, they rose to 83 %. The structure of cars by body type has also changed

since 1990. Sedans had a market share of over 90% of the market in 1990, compared with 72% in 2000 and 56% today.

After renewing their offer in the economy and low ranges, French manufacturers expanded it with the launches of the Peugeot 2008 and the Renault Captur. In the middle and luxury ranges, the large number of versions available and the continued renewal of models is not sufficient to maintain market share.

RANKINGS OF MAIN NEW PASSENGER MODELS IN 2013

Rank	Make	Model	% market	Rank	Make	Model	% market	Rank	Make	Model	% market
1	Renault	Clio	6.9	11	Peugeot	308	2.2	21	Opel	Corsa	1.2
2	Peugeot	206-207-208	6.6	12	Peugeot	3008	2.1	22	Nissan	Juke	1.1
3	Renault	Mégane	5.3	13	Toyota	Yaris	1.6	23	Volkswagen	Tiguan	1.1
4	Citroën	C3	4.3	14	Nissan	Qashqai	1.6	24	Mini	Mini	1.1
5	Citroën	C4	4.3	15	Peugeot	2008	1.6	25	Peugeot	5008	1.0
6	Dacia	Sandero	2.4	16	Fiat	500	1.6	26	Audi	A3	0.8
7	Volkswagen	Golf	2.2	17	Ford	Fiesta	1.5	27	Mercedes	A Class	0.8
8	Renault	Captur	2.2	18	Dacia	Duster	1.4	28	Volkswagen	Touran	0.7
9	Volkswagen	Polo	2.2	19	Citroën	DS3	1.3	29	B.M.W.	1 Series	0.7
10	Renault	Twingo	2.2	20	Peugeot	508	1.2	30	B.M.W.	5 Series	0.7

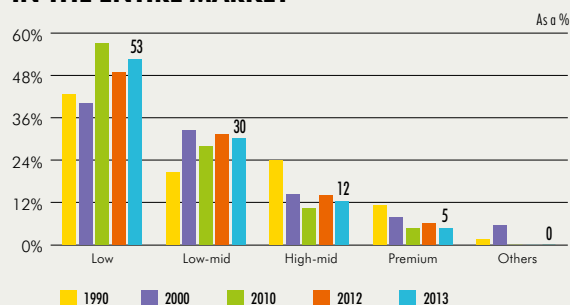
Source: CCFA.

NEW PASSENGER CAR REGISTRATIONS BY RANGE

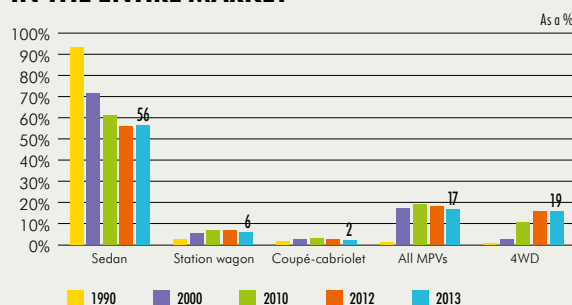
Ranges	1990		2000		2010		2012		2013	
	units	%	units	%	units	%	units	%	units	%
Low	986,532	42.7	855,161	40.1	1,283,902	57.0	929,796	49.0	943,609	52.7
Low-mid	477,631	20.7	695,146	32.6	627,694	27.9	592,207	31.2	542,972	30.3
High-mid	555,053	24.0	303,028	14.2	234,664	10.4	263,283	13.9	219,656	12.3
Premium	256,381	11.1	163,293	7.7	105,313	4.7	113,467	6.0	84,216	4.7
Others	33,533	1.5	117,256	5.5	96	0.0	7	0.0	3	0.0
TOTAL	2,309,130	100.0	2,133,884	100.0	2,251,669	100.0	1,898,760	100.0	1,790,456	100.0

Source: CCFA.

PENETRATION OF THE RANGES IN THE ENTIRE MARKET



PENETRATION OF THE BODY STYLES IN THE ENTIRE MARKET



**+3
POINTS**

THE DROP IN THE
MARKET SHARE OF
THE LOW-RANGE
IN FRANCE IN 2013
COMPARED WITH 2012

NEW PASSENGER CAR REGISTRATIONS BY BODY STYLE

Body	1990		2000		2010		2011		2012		2013	
	units	%	units	%	units	%	units	%	units	%	units	%
Sedan	2,155,724	93.4	1,527,676	71.6	1,377,498	61.2	1,269,780	57.6	1,064,713	56.1	1,009,809	56.4
Station wagon	61,418	2.7	119,739	5.6	153,476	6.8	153,705	7.0	126,361	6.7	101,712	5.7
Coupe-convertible	36,269	1.6	50,527	2.4	70,353	3.1	64,990	2.9	47,523	2.5	33,472	1.9
All MPVs	28,682	1.2	369,434	17.3	430,857	19.1	406,452	18.4	345,254	18.2	300,656	16.8
of which compact MPVs	—	—	241,190	11.3	233,363	10.4	222,131	10.1	203,431	10.7	178,683	10.0
4WD	17,129	0.7	57,116	2.7	205,106	9.1	292,832	13.3	298,407	15.7	333,005	18.6
Others	9,908	0.4	9,392	0.4	14,379	0.6	16,470	0.7	16,502	0.9	11,802	0.7
TOTAL	2,309,130	100.0	2,133,884	100.0	2,251,669	100.0	2,204,229	100.0	1,898,760	100.0	1,790,456	100.0

Source: CCFA.

USED PASSENGER CARS

In 2013, used passenger car registrations dropped for the second year in a row, amounting to 5,318,000 units (down 1.0% from 2012). Now, more than five million used passenger cars have been sold per year since 2000. Every year, two to three used cars are exchanged for every new car: relative to the total number of cars in use, around 17 % change hands every year. Households keep a vehicle for an average of five years. The used/new ratio has increased and reached a record level of 3.0 (i.e., up 0.1 point), well in excess of the levels recorded during previous downturns in the new car market, in 1993

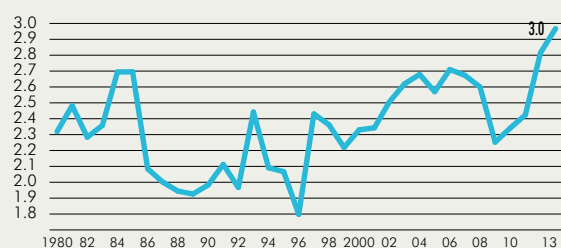
(2.5) and 1997 (2.5). 59% of cars owned or used by households were bought used, versus 51% in 1991. At the time of purchase, the average number of kilometers on their odometers was 68,000 kilometers, and one quarter of the used vehicles purchased by households had over 100,000 kilometers on their odometers. In addition, households that own a used vehicle and replace it with a used vehicle account for 45% of vehicles replaced in 2012.

USED PASSENGER CARS

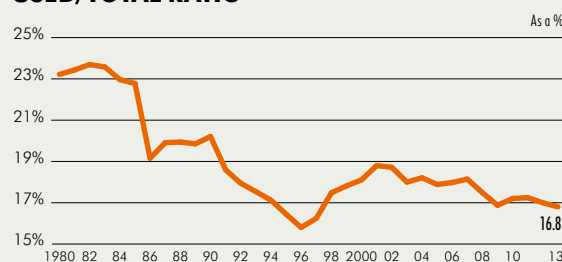
	Units	1980	1990	2000	2005	2010	2012	2013
Registrations								
New cars	thousands	1,873	2,309	2,134	2,118	2,252	1,899	1,790
Used cars	thousands	4,441	4,759	5,082	5,383	5,386	5,372	5,318
Used/new ratio		2.4	2.1	2.4	2.5	2.4	2.8	3.0
Cars less than 5 years old	% used		52	40	40	37	36	35
of which: cars less than one year old	% used		12	12	10	8	8	8
cars less than 1 year old	% new		25	29	25	19	23	23
Cars more than 5 years old	% used		48	60	60	63	64	65
Total (on 12/31)	thousands	19,130	23,550	28,060	30,100	31,300	31,600	31,650
Used/total ratio	%	23.2%	20.2%	18.1%	17.9%	17.2%	17.0%	16.8%

Source: CCFA.

USED/NEW CAR RATIO



USED/TOTAL RATIO



**59%
SHARE**

OF CARS OWNED
BY HOUSEHOLDS
THAT HAVE BEEN
BOUGHT USED

Passenger cars are durable goods that consumers purchase, use, maintain and eventually sell on 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. They represent about half of the total market. Somewhere between 5 and 6 million used cars are exchanged every year. This market is subject to less fluctuation than the new car market. In 2013, demand for new cars fell by 5.7%, to 1.8 million units;



demand for used cars fell 1.0% to 5.3 million units. The new/used ratio increased to 3.0 (0.1 points). The demand for used vehicles is generally similar to the growth rate of the entire population, and is less sensitive to economic factors than demand for new cars. It has still been affected by measures to stimulate the new car market (the "incentive/penalty" [or "bonus/malus"] system, government scrap incentive, etc.). Transactions involving vehicles more than five years old rose due to the aging of the total passenger cars in use and to increasing multi-car ownership in France. This share rose from 48% in 1990 to 65% in 2013. Used cars that are less than one year old can be considered new. In fact, they are often registered by automotive dealers as demonstration or leased vehicles and then sold on the retail market. They represented 420,000 registrations, i.e., 23% of the new market, up one point over 2012, but this weighting is higher than during the years of the scrap incentive plan when new car prices were more competitive. Since 2001, registrations of used cars less than one year old have declined steadily as a percentage of total registrations, only accounting for 8% in 2013, versus 12% in 2001.

NEW VEHICLE REGISTRATIONS IN FRENCH OVERSEAS DEPARTMENTS

The annual markets for new vehicles in France's overseas departments developed more recently than in continental France, and accounted for 60,000 to 75,000 vehicle registrations from 1998 to 2012. The five French Overseas Departments are Guadeloupe, French Guiana, Martinique, Mayotte, and Reunion Island. In 2013, the economic situation also had an effect, and the market dropped to a low of 58,700 units. Given the geographic environment, commercial vehicles over 5 metric tons account for a smaller proportion of registrations in overseas departments (1.1%) than in mainland France (2.1%). In

contrast, the proportion of light commercial vehicles is slightly higher (17.2% versus 16.5% in mainland France).

French manufacturers suffer from intense competition in passenger cars; their market share has been below 50% since 2006. However, they are faring better on the light commercial vehicle market (more than 50% of the market), which remains much weaker than in the mainland (around two thirds of the market). On the other hand, on the narrow heavy vehicle market, Renault Trucks have a market share of almost 33%.

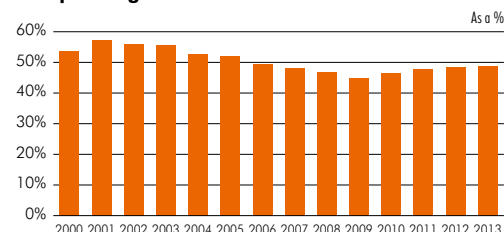
NEW VEHICLE REGISTRATIONS IN FRENCH OVERSEAS DEPARTMENTS

New passenger cars	2000	2005	2010	2012	2013	Change 2013/2000	Change 2013/2012
Guadeloupe	13,691	14,359	13,438	13,158	12,427	-9.2%	-5.6%
French Guiana	4,031	4,085	4,382	4,357	4,256	5.6%	-2.3%
Martinique	14,424	14,749	13,147	11,527	11,091	-23.1%	-3.8%
Mayotte ⁽¹⁾				808	935	-	15.7%
Reunion Island	21,463	25,142	20,295	19,795	19,465	-9.3%	-1.7%
Total French Overseas Departments	53,609	58,335	51,262	49,645	48,174	-10.1%	-3.0%
Light commercial vehicles (up to 5 t)	2000	2005	2010	2012	2013	Change 2013/2000	Change 2013/2012
Guadeloupe	2,685	2,772	2,394	2,214	2,198	-18.1%	-0.7%
French Guiana	1,143	1,169	1,239	1,310	1,186	3.8%	-9.5%
Martinique	2,368	2,732	2,016	1,882	1,804	-23.8%	-4.1%
Mayotte ⁽¹⁾				214	201	-	-6.1%
Reunion Island	5,200	6,021	4,166	4,807	4,433	-14.8%	-7.8%
Total French Overseas Departments	11,396	12,694	9,815	10,427	9,822	-13.8%	-5.8%
Commercial vehicles including coaches and buses (over 5 t)	2000	2005	2010	2012	2013	Change 2013/2000	Change 2013/2012
Guadeloupe	146	196	135	80	91	-37.7%	13.8%
French Guiana	66	99	85	58	100	-12.1%	72.4%
Martinique	187	183	84	167	123	-10.7%	-26.3%
Mayotte ⁽¹⁾				24	38	-	58.3%
Reunion Island	362	464	293	347	335	-4.1%	26.2%
Total French Overseas Departments	761	942	597	676	687	-11.2%	13.2%

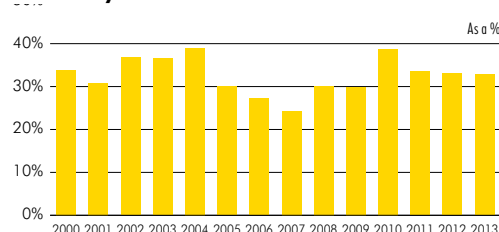
(1) From April 1st, 2011.
Source: CCFA.

FRENCH MANUFACTURER MARKET SHARE IN FRENCH OVERSEAS DEPARTMENTS

New passenger cars

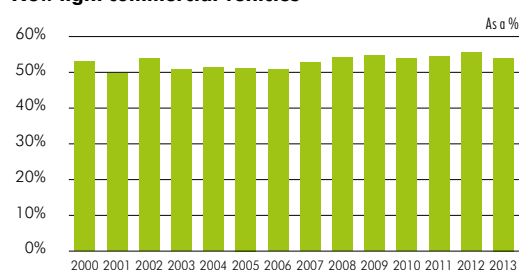


New heavy trucks

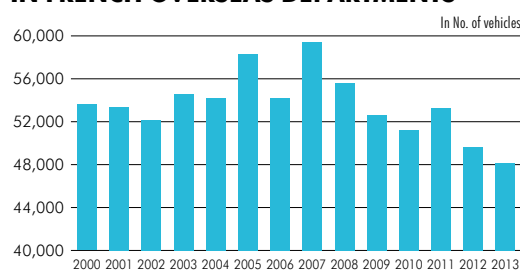


22% FEWER
LIGHT VEHICLES
REGISTERED
SINCE 2007

New light commercial vehicles



NEW PASSENGER CAR REGISTRATIONS IN FRENCH OVERSEAS DEPARTMENTS



HOUSEHOLD CAR OWNERSHIP



In 2013, multi-car households accounted for 35% of the total, compared with 26% in 1990 and 16% in 1980.

Car ownership is very high among households in rural and semi-rural areas, i.e. rural areas located close to towns (nearly 92%).

63% of households in the Paris region own at least one vehicle (60%

in 2000). 69% of young households owned a vehicle in 2013 (49% in 2000).

79% of older households own a vehicle, compared with 69% in 2000.

The number of people in this age group that has a drivers license and the proportion of drivers is increasing.

CAR OWNERSHIP RATE (HOUSEHOLDS WITH AT LEAST ONE CAR)

	1980	1990	1995	2000	2005	2010	2013
By socio-professional group							
Farmers	87.3%	95.9%	98.9%	91.1%	100.0%	92.1%	91.8%
Farm workers	72.6%	74.7%	—	—	—	—	—
Tradesmen, craftsmen, business owners	91.1%	95.2%	89.4%	90.6%	91.2%	91.1%	92.7%
Self-employed professionals, executives	93.6%	94.4%	85.5%	84.6%	83.7%	84.1%	81.6%
Middle management	90.2%	93.3%	88.7%	90.8%	87.6%	89.8%	89.3%
White collar workers	75.4%	78.3%	75.9%	77.5%	80.9%	82.5%	82.0%
Blue collar workers	80.4%	87.2%	89.7%	88.7%	89.1%	91.2%	89.7%
Non-working population	39.6%	54.6%	65.8%	70.9%	72.8%	77.1%	77.7%
of which retired persons	—	59.4%	70.9%	76.0%	76.2%	80.1%	81.3%
By area of residence							
Rural areas	71.7%	82.1%	88.6%	91.1%	92.4%	92.7%	92.1%
Towns with fewer than 20,000 inhabitants	69.6%	76.6%	84.7%	86.1%	88.4%	90.2%	90.5%
Towns with 20,000 to 100,000 inhabitants	72.3%	77.3%	80.0%	84.2%	83.7%	87.1%	86.6%
Towns with over 100,000 inhabitants	69.5%	74.2%	75.1%	76.6%	78.5%	80.8%	82.1%
Greater Paris	69.3%	77.0%	} 60.8%	60.4%	61.5%	63.6%	62.7%
Inner Paris	48.8%	47.3%					
By location of residence							
Town center	—	—	67.6%	69.4%	69.2%	73.0%	73.2%
Suburb	—	—	79.3%	80.5%	80.9%	83.2%	82.0%
Peri-urban area	—	—	88.5%	89.8%	91.2%	91.6%	91.7%
Rural area	—	—	85.3%	90.4%	92.6%	94.8%	92.9%
By age of head of household							
Under 25	—	—	51.2%	49.3%	63.3%	64.9%	69.1%
25 to 34	—	—	85.1%	82.4%	82.3%	83.9%	79.6%
35 to 44	—	—	86.7%	86.3%	87.5%	88.0%	87.1%
45 to 54	—	—	87.5%	87.4%	86.1%	88.1%	87.5%
55 to 64	—	—	84.9%	87.0%	86.7%	86.9%	85.2%
Over 65	—	—	61.9%	69.0%	70.8%	76.2%	79.3%
All	69.3%	76.5%	78.4%	80.3%	81.2%	83.5%	83.1%
Vehicles with a woman as their main driver	—	—	—	40.4%	40.7%	41.5%	41.5%

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



87%

SHARE
OF CAR-OWNING
HOUSEHOLDS
OUTSIDE THE GREATER
PARIS REGION

The car ownership rate is the proportion of households that own at least one vehicle, expressed as a percentage. It is closely connected to income, the age of the head of the household, the socio-professional group, the residential location and the number of people living in the house.

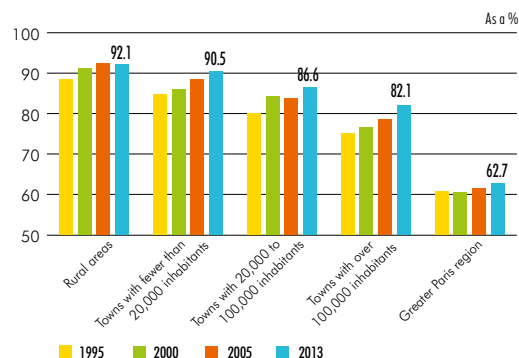
- 20% of the wealthiest households had a car ownership rate of over 90% in 2013; 20% of the least well-off households have at least one car, at over 60%.

- In towns with over 100,000 inhabitants, the car ownership rate has not declined: 82% of these households owned vehicles in 2013, compared with 75% in 1995. This ratio has increased since 2007 in the major urban areas of Lille and Marseilles; it is practically flat in the Paris region and has declined in the Lyon urban area.

- Rural households, large households, and workers typically own more vehicles.

- The non-working and employee categories have relatively lower rates, although their car ownership rates have increased considerably since 2000 (by 4.5 and 6.8 points respectively). Every year, 2% to 3% of households get rid of their cars. Changes in family situation (death, divorce, etc.), health problems, moving and professional changes are the main causes.

CAR OWNERSHIP BASED ON AREA OF RESIDENCE



HOUSEHOLD VEHICLES IN USE

Daily car use has dropped regularly in recent years, with 71% of the total car fleet used in 2013 compared with 79% in 2000. The share of vehicles used for commuting exceeded the 50% threshold for the first time. In 2013, professional trips other than commutes rose to 17%. The fleet ages slowly and regularly, except in periods in which the market levels are high such as at the start of the 2000s or during the implementation of the scrap incentive plan. The share of electric and hybrid vehicles remains very low. The average number of kilom-

eters on the odometer stands at around 104,000 kilometers, i.e. 10,800 kilometers more than in 2000 and 34,400 kilometers more than in 1990. This trend leveled off between 2009 and 2011 with the incentive/penalty ("*bonus-malus*") system and the scrap incentive helping renew part of the total number of cars in use; in 2012, the increase resumed.

VEHICLES IN USE (OWNED, LEASED OR LOANED) BY HOUSEHOLDS

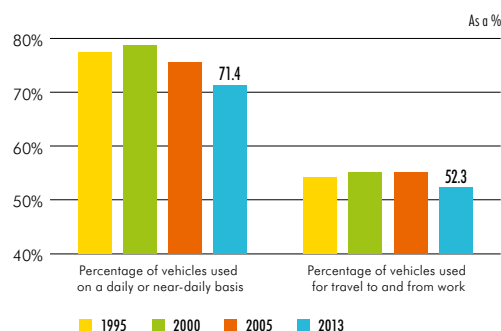
	Units	1980	1990	1995	2000	2005	2010	2013
Total	millions	16.7	23.0	25.1	27.4	31.0	33.6	33.8
Average age	years	5.8	5.8	6.6	7.3	7.7	8.0	8.6
Average ownership period	years		3.7	4.1	4.4	4.7	5.0	5.3
Breakdown by automotive group								
Renault (including Dacia)	%	36.2	33.3	33.3	33.3	30.2	28.6	28.6
PSA Peugeot Citroën (including Talbot)	%	47.1	38.3	36.2	35.2	36.4	38.2	37.3
Foreign makes	%	16.7	28.4	30.5	31.4	33.2	33.2	34.1
Breakdown by power category for tax purposes								
2 HP & 3 HP	%	12.3	3.4	1.6	0.7			
4 HP & 5 HP	%	23.2	38.4	38.9	40.5	43.3	44.4	47.5
6 HP & 7 HP	%	47.0	47.1	48.6	50.0	46.6	42.5	40.2
8 HP and above	%	17.5	12.8	10.9	8.8	10.1	13.1	12.3
Breakdown by vehicle range								
Low range	%		39.4	43.4	45.1	44.5	46.8	49.5
Low-mid	%		20.8	24.3	27.3	32.2	30.9	30.3
High-mid	%		26.0	22.2	19.9	16.2	11.5	9.1
Premium range	%		8.7	7.0	7.0	5.7	5.0	3.3
Others	%		5.1	3.2	0.8	1.4	5.7	7.9
Percentage of vehicles purchased new	%	55.7	50.4	45.2	43.9	40.1	41.1	41.0
Breakdown by type of fuel used								
Premium unleaded – Gasoline	%		16.2	38.4	49.1			
Premium leaded - AVSR	%		65.6	28.8	11.9	51.1	40.1	37.6
Diesel	%		18.2	30.9	38.1	48.9	59.9	61.4
Average kilometers on odometer	km		69,500	84,080	93,140	99,460	103,470	103,890
Percentage of vehicles used on daily or near daily basis	%		75.1	77.4	78.7	75.7	71.8	71.4
Percentage of vehicles used for travel to and from work	%		55.4	54.3	55.1	55.2	53.7	52.3

Note: Years after 2007 cannot be compared directly with previous years; the scope of light commercial vehicles has been enlarged.
Source: PARCAUTO TNS-Sofres survey processed by CCFA and IFSTTAR.

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. In 2013, nearly two-thirds of cars on the road were more than five years old; the number of cars 10 years old or greater reached an historic high of 31%. The average age of a gasoline car was 10.3 years, and that of a diesel – 7.6 years. The most common taxable horsepower were in the 4 to 7 HP categories. Low and low-mid range cars have become more popular in recent years, representing respectively 50% and 30% of the total number of cars in use in 2013, to the detriment of high mid-range models, where the share is 9%. Luxury or comfort equipment are increasingly popular; in 2013, 71% of cars were fitted with air conditioning. In terms of safety equipment, numbers have also risen: 68% of vehicles have ABS, 32% a speed-limiting device, and 30% a central stability system (ESP); the numbers in 2007 were 47% for speed-limiting devices and 18% for ESP.

VEHICLE USE



**71%
& 52%
PERCENTAGES**

OF VEHICLES USED ON A DAILY
(OR NEAR-DAILY) BASIS AND
FOR TRAVEL TO AND FROM
WORK, RESPECTIVELY

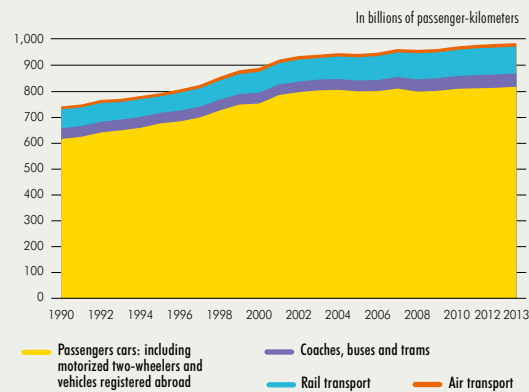
DOMESTIC PASSENGER TRANSPORT

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: 83% for passenger cars and 5% for coaches, buses and trams in 2013.

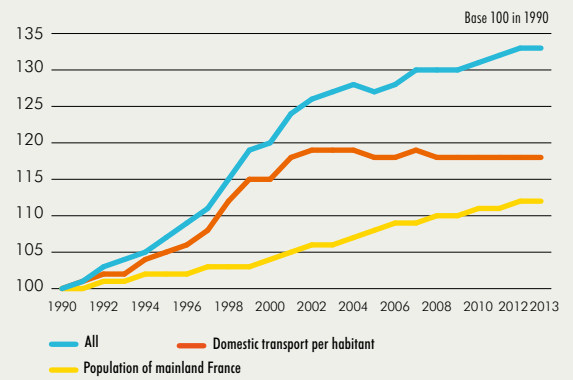
Cars and light commercial vehicles allow people to carry their belongings, offering an appropriate solution to transport in sparsely-populated residential areas or regions where there is insufficient demand to make public transport networks economically and socially relevant solutions.

DOMESTIC PASSENGER TRANSPORT



Sources: MEDDE/SOeS, INSEE.

DOMESTIC PASSENGER TRANSPORT FIGURES



Sources: MEDDE/SOeS, INSEE.

Personal transport is obviously linked to the economy, as is the transport of freight, but it also includes the vital social aspect of enabling people to meet.

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; this is particularly important in such personal services as health and tourism. People select their mode of transport and their mode for freight transport on the basis of their starting point/destination, distance and time, and the amount/volume of belongings to be transported.

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.

Domestic passenger transport expressed in passenger-kilometers rose continuously until 2002 (up 19% since 1990). Since then, it appears to have tailed off due to rising fuel prices, and dropped by 1% between 2002 and 2013.



**1%
DECLINE**

IN DOMESTIC
PASSENGER
TRANSPORT IN ALL
MODES BETWEEN
2002 AND 2013,
EXPRESSED IN
PASSENGER-
KILOMETERS

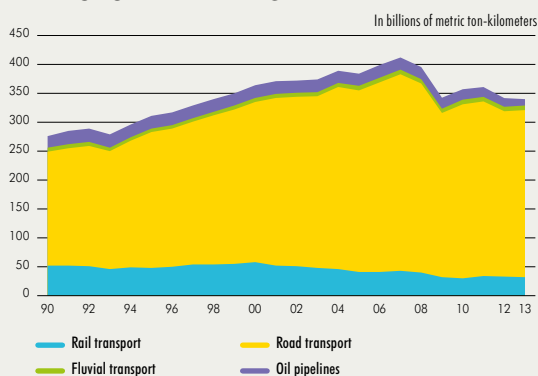


DOMESTIC FREIGHT TRANSPORT

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 54% of ton-kilometers generated by these deliveries involve distances of under 300 kilometers.

DOMESTIC FREIGHT TRANSPORT IN FRANCE



Source: MEDDE/SOeS.

BREAKDOWN OF FREIGHT TRANSPORT USING FRENCH CARRIERS ACCORDING TO THE LOAD DISTANCE IN 2013



Source: Road Freight Haulage survey by MEDDE/SOeS.

The demand for freight transport is closely linked to the economy of the country and its interactions with other countries; it corresponds, on the one hand, with the domestic demand of various economic players and, on the other hand, with exports of producing companies in the country. Some countries, such as Germany and France, act as key freight transit countries due to their geographical locations. 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. Among other factors, it should not be too expensive compared with other countries in order to promote exports. The destination (the source for imports) and the type of freight or 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 for trade with distant countries. Domestic demand from economic players (households, businesses and administrations in the broadest sense) covers a very varied range of goods and properties. This demand is met either by domestic production or by imports, and transport provides a physical connection among production sites and with consumer markets, and finally between the latter and reprocessing-recycling plants. In France, this has a major impact on town and country planning.

Because of the great variety in goods, many factors influence the choice of mode of transport. Among them:

- the weight of the goods: automotive manufacturers mainly transport coils of steel by rail or waterways;
- the value of the goods transported:
- 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. This 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, ability to pervade the entire road network, adaptability and quality of service, road haulage addresses many of these factors, demonstrating that rather than being a single homogeneous market, transport consists of a multitude of sub-markets, which often cannot replace each other. No choice of mode is available for most goods transported, particularly in the last few kilometers because it increases the transportation distances. Good intermodal connections require acceptable costs and changes in efficient transport means. Ignoring the geographical location of the departure and arrival sites, there are two basic units for measuring the transport of goods: metric tons measured when loading and metric ton-kilometers. The French Ministry of Transport's Road Freight Haulage Survey shows that nearly 60 % of French freight metric tons move less than 50 km from their source, and that nearly 54 % of French metric ton-kilometers are generated less than 300 km from the source.



STABILITY
OF DOMESTIC
FREIGHT TRANSPORT
MEASURED IN METRIC
TONS-KILOMETERS
IN 2013 COMPARED
WITH 1998

ROAD TRAFFIC

Road traffic increased by an annual average of 2% between 1990 and 2004, and has remained relatively stable since (0.2% per year). With a 0.7% rise in 2013, it has just surpassed its previous high point of 2011, in a situation where economic growth is stagnating and fuel prices are high.

The number of heavy trucks flying the French flag reflects the grim economy, stabilizing (falling just 0.4%) in 2013, after falls in previous

years. While it is now above the 1990 level, it remains 23% below 2007 the figure.

The number of France-registered passenger cars grew slightly (by 0.4%); having been affected by the high fuel prices and the continued decline in employment. The average kilometers covered per year by a passenger car remained almost flat (up. 0.3%).

TRAFFIC STATISTICS

	Units	1990	2000	2012	2013	Average annual change as a %		
						2000-1990	2013-2000	2013-2012
Total vehicles (annual averages)	thousands of vehicles	28,106	33,464	38,137	38,204	1.8	1.1	0.2
Passenger cars		23,280	27,770	31,575	31,622	1.8	1.1	0.1
of which: gasoline		19,760	18,150	12,454	12,099	-0.8	-3.1	-2.9
diesel		3,520	9,621	19,121	19,523	10.6	5.9	2.1
Light commercial vehicles (LCV)		4,223	5,062	5,911	5,939	1.8	1.3	0.5
of which: gasoline		2,279	1,302	456	397	-5.4	-8.4	-13.0
diesel		1,944	3,761	5,455	5,543	6.8	3.1	1.6
Heavy trucks (> 5 t)		535	551	560	551	0.3	0.1	-1.5
Coaches and buses		68	81	91	92	1.8	0.9	0.9
Kilometers (annual averages)	thousands of km							
Passenger cars		13.4	13.5	12.7	12.7	0.1	-0.6	0.3
of which: gasoline		11.9	10.7	8.2	8.2	-1.1	-2.2	0.5
diesel		21.3	18.8	15.6	15.5	-1.2	-1.6	-0.7
Light commercial vehicles (LCV)		14.6	15.5	15.7	16.0	0.6	0.1	1.6
of which: gasoline		9.9	8.3	7.3	7.3	-1.7	-1.1	0.5
diesel		20.2	18.0	16.4	16.6	-1.1	-0.8	1.0
Heavy trucks (> 5 t)		36.1	41.2	33.1	33.3	1.3	-1.8	0.7
Coaches and buses		31.0	30.2	36.2	36.1	-0.3	1.5	-0.1
Consumption per vehicle	liters/100 km							
Passenger cars: gasoline		8.68	8.12	7.66	7.50	-0.7	-0.5	-2.1
Passenger cars: diesel		6.73	6.74	6.36	6.21	0.0	-0.5	-2.4
LCV: gasoline		9.39	9.29	8.29	8.12	-0.1	-0.9	-2.1
LCV: diesel		9.77	9.67	9.20	9.00	-0.1	-0.4	-2.1
Heavy trucks: diesel		36.23	36.62	34.97	34.81	0.1	-0.4	-0.5
Buses and coaches: diesel		32.00	32.99	32.78	32.46	0.3	-0.1	-1.0
Fuel consumption (all road transportation)	millions of liters							
Gasoline		24,110	18,729	10,044	9,667	-2.5	-5.1	-3.8
Diesel		17,977	30,779	38,373	38,157	5.5	1.9	-0.6
Total		42,086	49,508	48,417	47,824	1.6	-0.2	-1.2
Total traffic	billions of vehicle-km	420	518	564	568	2.1	0.7	0.7
of which: French cars and light commercial vehicles		373	455	493	496	2.0	0.7	0.7
Road traffic								
Passengers in passenger cars ⁽¹⁾	billions of passenger-km	617.3	754.4	815.0	819.4	2.0	0.6	0.5
Passengers in coaches and buses	billions of passenger-km	40.6	42.1	51.6	52.3	0.4	1.7	1.4
Freight	billions of metric tons-km	195.7	276.8	285.9	288.6	3.5	0.3	0.9

(1) Including vehicles registered abroad and two-wheeled motor vehicles.
Source: National transport accounts MEDDE/SOeS, INSEE.

79%
SHARE
OF DIESEL ENGINES
IN THE LIGHT VEHICLE
TRAFFIC IN FRANCE

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 all the vehicles in use and fuel consumption data. It also includes data on vehicles registered abroad. Road accounted for 88% of all domestic transport for passengers 2013 and 85% for freight.

In 2013, the number of French-registered vehicles on the road rose by 0.2%, comparable to previous years, but far lower than in the 1990s. More light vehicles use diesel engines which now power 67% of this segment.

As regards traffic, diesel accounts for 79% of the traffic of light vehicles registered in France, against 55% in 2000 and 31% in 1990.

The consumption per vehicle given in the table above includes over-consumption associated with biofuels, which have a lower energy quotient than conventional fuels. Between 2012 and 2013, the share of premium unleaded 95-E10 continued to grow, to 29% of gasoline sales. On January 1st, 2014, almost three quarters of cars were compatible with this fuel.

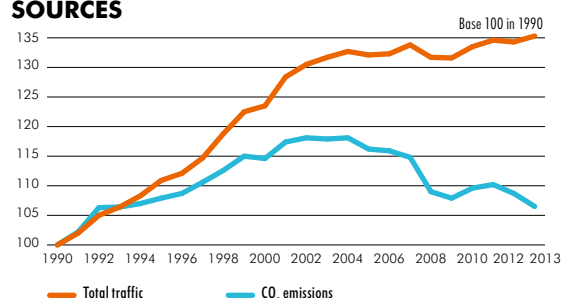
ROAD TRAFFIC AND CO₂ EMISSIONS

The number of French and foreign vehicles on French roads has increased by 35% since 1990, while the corresponding CO₂ emissions have risen by only 7%. The credit for enhanced energy efficiency stems from a variety of factors. The average consumption per registered vehicle on the road in France (including impacts on overconsumption associated with biofuels) decreased by nearly 20% between 1990 and 2013, as a result of the increased percentage of diesel-powered

vehicles, auto improvements and changes in driving behavior, as well as the effects of the incentive/penalty (*bonus/malus*) system implemented in 2008.

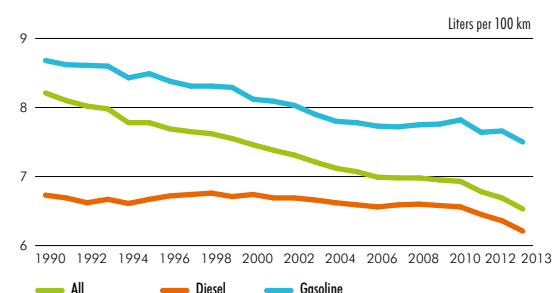
On the other hand, the quantity of CO₂ emissions, net of renewable energy, required for a heavy truck to transport one metric ton of freight one kilometer across France dropped by 28% between 1990 and 2013, despite the impact of the financial and economic crisis.

TRAFFIC IN FRANCE AND CORRESPONDING CO₂ EMISSIONS NET OF RENEWABLE ENERGY SOURCES



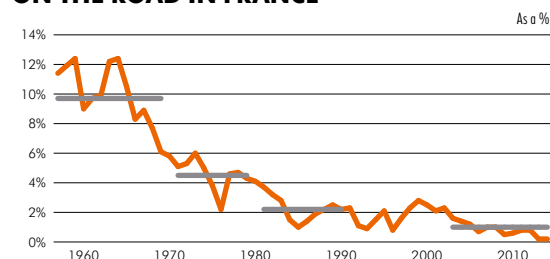
Sources: CITEPA and Traffic Statistics.

AVERAGE CONSUMPTION OF A PASSENGER CAR ON THE ROAD ⁽¹⁾



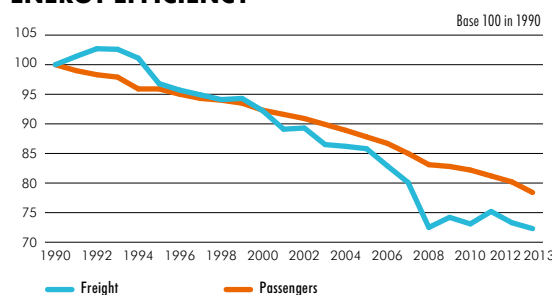
Source: Traffic Statistics.

ANNUAL GROWTH RATE OF PASSENGER CARS ON THE ROAD IN FRANCE



Source: CCFA.

CHANGE IN TRANSPORT ENERGY EFFICIENCY ⁽²⁾

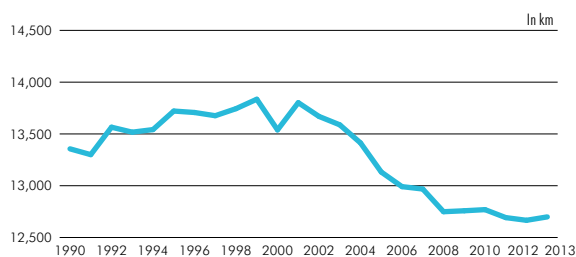


(1) Unit consumption includes the overconsumption effects associated with biofuels.

(2) Energy efficiency relates to the change in the amount of CO₂ emitted in order to transport one metric ton of goods (or a passenger) one kilometer by heavy truck (or passenger car) driving on French roads. The reduction of CO₂ emissions due to the use of biofuels is not considered.

Sources: MEDDE/SOeS, CCFA calculations.

AVERAGE KILOMETERS COVERED PER YEAR BY A PASSENGER CAR



Source: Traffic Statistics.

Passenger car traffic involves the number of vehicles on the road and the average number of kilometers they cover in a year. Over the long term, the increase of the number of cars in use 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 2013, the first estimates from the *Centre Interprofessionnel Technique d'études de la pollution atmosphérique* (CITEPA – Technical Interprofessional Center for Studies of Atmospheric Pollution) for road transport report CO₂ emissions net of renewable energy sources of

118 million metric tons. After the stable situation observed in the early 2000s, a clear drop was observed linked to the effects of the economic crisis and also to the increase of biofuels in fuel deliveries.

For 2012, CO₂ emissions net of renewable energy sources for road traffic can be broken down, according to CITEPA estimations, to 56% for cars, 20% for light commercial vehicles and 23% for heavy trucks, including coaches and buses (26% in 2007).

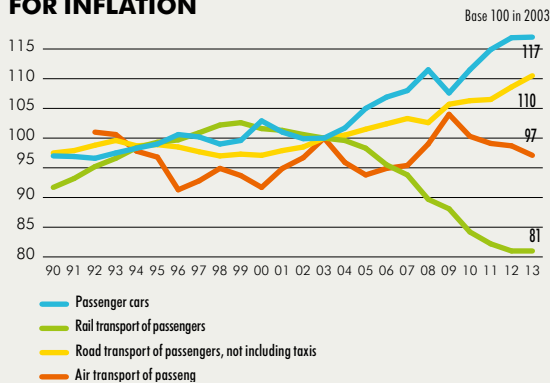
**10%
REDUCTION**
IN CO₂ EMISSIONS
FOR ROAD TRAFFIC
BETWEEN 2004 AND
2013 ACCORDING
TO CITEPA

PASSENGER TRANSPORT PRICE INDICES

In 2013, because of the drop in fuel prices, the growth rate in the price index for passenger cars (purchases and use) again fell by 1%. The index of rail passenger prices increased by 3%, which is in the range of recent years, of between 2 and 3% inclusive, except for 2012, when it rose by 4%. The price index for the road transport of passengers (not including taxis) ended its long downward trend, rising for

the second year in a row, by 0.8%. Since 2009, real price indices for different modes of passenger transport changed in very different ways: from a drop of 8% for road transport of passengers (not including taxis) to a rise of 9% for private vehicles, with a slight fall (7%) for air transport and an increase of 5% for rail transport.

PASSENGER TRANSPORTATION METHOD PRICE INDICES, ADJUSTED FOR INFLATION



Source: INSEE.

ANNUAL VARIATION IN PRICE INDICES FOR DIFFERENT PASSENGER TRANSPORT MODES, ADJUSTED FOR INFLATION

	Passenger cars	Road transport of passengers, not including taxis	Rail transport of passengers	Road transport of passengers	Taxis	Air transport of passengers ⁽¹⁾
1996	3.6%	2.4%	1.6%	2.4%	2.4%	-3.9%
1997	0.9%	2.4%	0.5%	2.4%	2.2%	2.9%
1998	-0.5%	2.0%	-0.1%	2.1%	2.1%	3.0%
1999	1.2%	0.9%	0.9%	1.1%	1.7%	-0.8%
2000	5.1%	0.6%	1.4%	1.0%	2.3%	-0.5%
2001	-0.2%	1.4%	2.5%	1.8%	3.7%	5.2%
2002	0.8%	1.2%	2.6%	1.4%	1.9%	3.9%
2003	2.2%	1.5%	3.6%	1.7%	2.5%	5.6%
2004	3.9%	1.7%	2.7%	1.9%	2.5%	-2.0%
2005	5.1%	0.4%	2.8%	1.3%	3.5%	-0.4%
2006	3.5%	-1.2%	2.4%	0.1%	3.4%	2.8%
2007	2.5%	-0.4%	2.4%	0.4%	2.2%	2.0%
2008	6.2%	-1.6%	2.1%	-0.4%	2.6%	6.6%
2009	-3.4%	-1.7%	3.1%	-0.1%	3.7%	5.2%
2010	5.2%	-3.0%	2.1%	-1.6%	1.4%	-2.1%
2011	5.3%	-0.3%	2.3%	0.5%	2.1%	0.8%
2012	3.7%	0.5%	4.0%	1.6%	3.8%	ns
2013	1.0%	0.8%	2.6%	1.4%	2.6%	-0.7%

(1) The methodology for calculating the price index for air transport services changed in January 2012. The variation between 2011 and 2012 cannot be considered to be significant.
Source: INSEE.



**1% &
3%
RISES**

IN THE PRICE INDICES
LINKED TO PRIVATE
VEHICLES, RAIL TRANSPORT
OF PASSENGERS AND TAXIS,
RESPECTIVELY

The price indices of the various passenger transport modes show evolutions in prices inclusive of tax. So, for air transport, this includes airport tax; in other modes, infrastructure-related costs are only shown insofar as they can be included in the retail price. Furthermore, only the part paid directly by the household is considered. For example, if a region or a local authority decides, in the context of a town or country planning strategy or social measures, to subsidize a part of transport-related expenses, this will appear as a reduction



in household expenses. Fuel surcharges are included in the index for air transport of passengers.

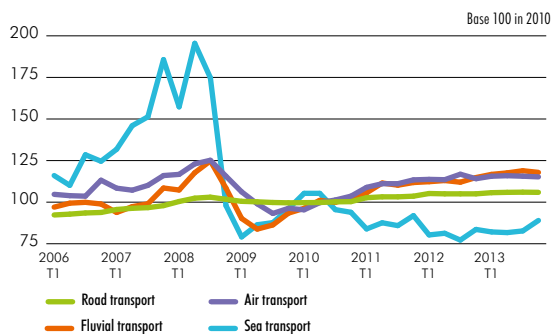
The indices for rail and road transport of passengers predominantly relate to intercity links. The index for passenger cars was defined including purchasing as well as running expenses. To calculate the actual change in the real prices of these main modes of transport, these indices have been adjusted by the consumer price index in the above graph. After remaining close to their 1995 level, the tax-adjusted price indices for different modes of passenger transport have had varied evolutions since 2003. From 2003 to 2012, the tax-adjusted personal car index (purchases and use of passenger cars) rose 17%, and clearly exceeded its 2000 level. The index for rail transport increased by 10%, continuing the growth started in 2000, while the index for road transport of passengers (excluding taxis) fell by 19%; it is important to remember that only the part paid directly by the households is taken into consideration.

FREIGHT TRANSPORT PRICE INDICES

In 2013, the road freight transport price index, whose variations were traditionally more moderate, rose for the third consecutive time, though at a slower pace. Meanwhile, freight transport price indices excluding road transport varied less than before during these quarters, as in 2012. Since 2006, the price index of freight transport by road rose by nearly 2% per year on average, from 1.8% for intercity to 2% for international, and 1.9% for proximity freight transport by road. Over the same period, the fluvial index showed a lesser change (up 1.2% per year), varying from 0.2% for international transport to 2.2% for domestic transport.

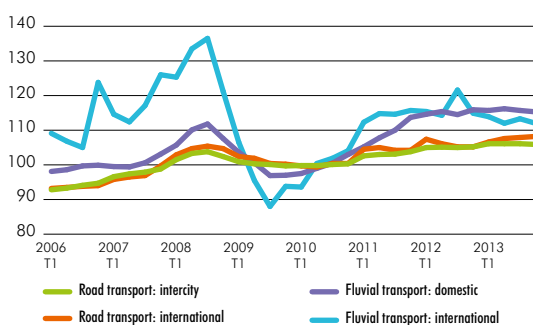
Air transport, followed by fluvial transport and, to a lesser extent, road transport, have seen considerable year-on-year variations in freight indices. The gap between the high and low points of the air transport index observed within the same year has been diminishing since 2010; in 2012 there was only a 2% gap. The volatility of fuel prices is the cause; for river transport, the relationship between demand and supply further explains the figures.

FREIGHT TRANSPORT PRICE INDICES IN FRANCE



Source: MEDDE/SOeS.

FREIGHT TRANSPORT PRICE INDICES



Source: MEDDE/SOeS.

Freight transport price indices are calculated by the statistics department of the French Transport Ministry (SOeS).

For road and river transport, only activities performed on behalf of others by companies registered in France with freight as their core business are included; a company transporting its own products by its own means is therefore not counted. The indices are calculated according to representative services defined mainly by the loading and unloading locations, the type of freight transported, as well as the characteristics of the contract binding the shipper and the carrier. The data used correspond to the current prices at the end of each quarter. Monitored since the start of 2006, indices for air freight consist of freight transport services departing France by air waybill. The transport service is defined by the unloading location and the airline in charge of transport. Unlike the data for road and fluvial transport, the indices are drawn up using the so-called unit value method. They include fuel and security surcharges paid to the airline providing the transport. The maritime transport price index has also been tracked since early 2006. It comprises transport services for third parties provided by companies registered in France with maritime freight as their activity (bulk and ferry). It is based on international price indices, unit prices and tariffs.

In connection with the major volatility of fuel prices, the air freight price index has fluctuated greatly since 2006, including a sharp drop in 2009. In 2013, the index continue to increase (up 4%).

The price index for maritime freight is very volatile, in line with the changes in bulk prices. It grew 4% after two years of strong decline. Available since 2000, the fluvial freight price index increased every

year, with the exception of the drop in 2009. It grew slightly, by 1%, in 2013. To a lesser extent than in air transport, major intra-annual variations can also be seen in the fluvial rate.

The price index for road freight rose by nearly 2% in 2012. This can be broken down as 1.8% for intercity and 2.0% for international. Compared with fluvial and air transport, the intra-annual variations are less considerable, even though, as shown by the structure of road haulage cost price of the CNR (see page 51), in December 2013 fuel accounted for 27% and 19% respectively of the total cost of long-distance and regional road haulage.



1%
INCREASE

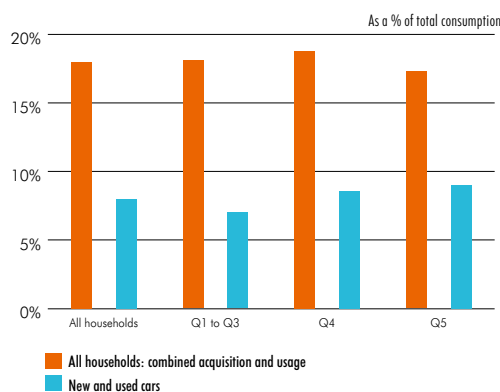
IN 2013 OF THE ROAD
HAULAGE PRICE INDEX
FOR INTERCITY
FREIGHT

HOUSEHOLD MOTORING COSTS

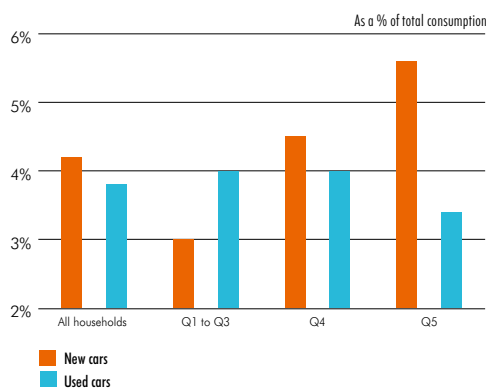
Due to the rise in fuel prices between 2006 and 2011 (of more than 20%), car-owning households increased their automobile-related expenditures by nearly two points, to 18% of their budget. Fuel accounted for 80% of that rise; for the highest earning 20% (Q5), the proportion was two thirds, while for the 60% lowest earning households (Q1–Q3), the fuel component accounted for more than 90% of the rise. In 2011, the fuel component represented a little more than 4% of the budget of Q5 households, while it was 6% for Q1–Q3 households. Changes occurred between 2006 and 2011 in the distribution of expenditure on purchases of new cars (NC) and

used cars (UC) and maintenance, repairs, parts & accessories (MRPA), some of which can be partially explained by purchases made using a scrap incentive plan in 2010–2011. For Q1–Q3 households, while the weighting of the MRPA component increased slightly, the rise in the weighting of the NC component was nearly offset by the decline in the UC component. For Q4–Q5 households, the weighting of the NC component mushroomed from 1% to more than 5%, while that of UC rose slightly, while the MRPA component declined 0.4 point to well under 2%.

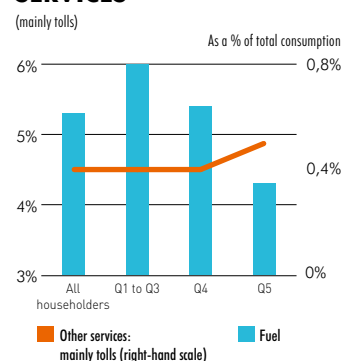
CAR BUDGET



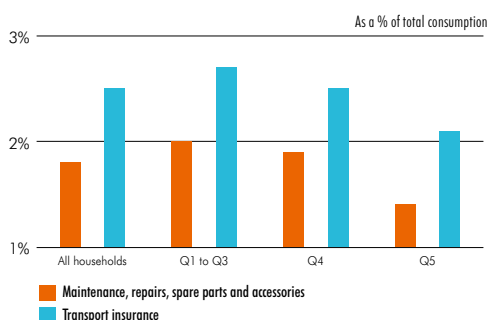
CAR PURCHASES



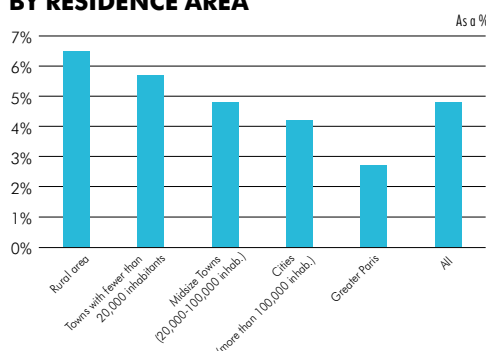
FUEL AND OTHER USE-RELATED SERVICES



MAINTENANCE, REPAIRS, SPARE PARTS AND TRANSPORT INSURANCE



FUEL COST FOR HOUSEHOLDS, INCLUDING THOSE WITHOUT CARS, BY RESIDENCE AREA



Source: INSEE, Family budget survey 2011.

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 and provide data on the various household categories: socio-professional group, age, income, residence area, etc. There are two important differences for typical car items when compared to national figures. With respect to transport insurance costs, the full cost is factored into the surveys, while only the service (i.e. spending minus 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 percentage 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 2010–2011, the vehicle budget for all

car-owning households amounted to just over 18% of their total consumption. New and used car purchases account for barely half, ranging from 7% for the 60% of households with lowest incomes to 9% for the fifth quintile. Nearly 60% of households in Q1–Q3 buy used cars compared with nearly two thirds in 2005–2006), whereas nearly two thirds of Q5 households buy new cars. While nearly 5 % of total consumption is devoted to fuel, only the richest quintile spends much less on consumption for this item. The same goes for transport 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 3% of their consumption on fuel whereas people in rural areas spend more than 6%.



6.5%

WEIGHT

OF FUEL IN THE TOTAL CONSUMPTION OF HOUSEHOLDS LIVING IN RURAL AREAS

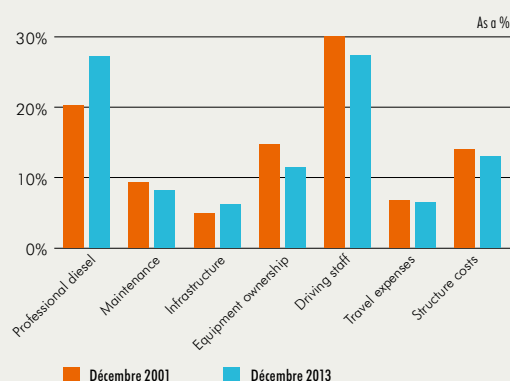
ROAD FREIGHT COST PRICE

According to the CNR, between 2002 and 2013, the cost price for long distance and regional road freight rose by 35%, or an average of more than 2.5 % a year.

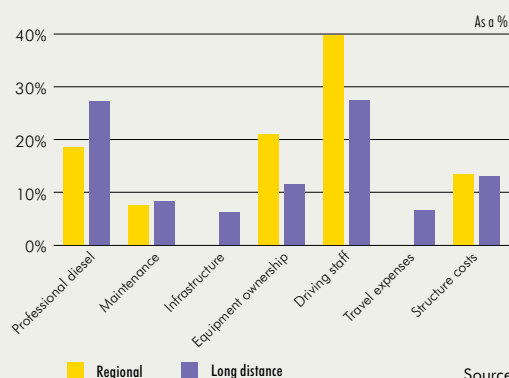
The share of commercial diesel in the cost price of long-distance road freight rose by 7 percentage points between 2000 and 2013 to 27%. In 2013, the cost of equipment ownership (road tractors and semi-trailers) represented 11.5% of the total cost (as opposed to 14.7% in

2001). The share linked to infrastructures came to 6.2% in 2013 and should continue rising with the implementation of the toll on heavy truck traffic.

ROAD FREIGHT COST PRICE STRUCTURE FOR LONG DISTANCE

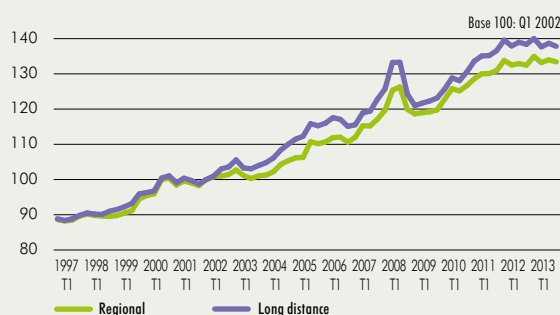


ROAD FREIGHT COST PRICE STRUCTURE IN DECEMBER 2013



Source: CNR.

COST PRICE OF ROAD FREIGHT



11.5% SHARE

OF EQUIPMENT OWNERSHIP
IN THE CNR INDEX OF
LONG-DISTANCE ROAD
FREIGHT COSTS

The National Road Transport Committee (CNR) publishes, among others, two indexes showing changes in the cost of professional road transport: one for long distances and the other for regional transport.

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 metric tons, refers to transport within a region and its neighboring regions, where operating conditions enable the driver to return home each day.

Between December 2001 and 2007, professional diesel, together with substantial increases in oil prices, took an increasingly large role in the production cost of long-distance road freight, rising from 20 % to nearly 28 % of the total price. One year later, because of the drop in oil prices after the summer, costs fell to 22% before increasing every

year to reach 29% in 2011 and dropping slightly in the next to years, to be 27% in 2013.

From 2001-2013, infrastructure costs increased by 1.3 points to 6.2 %. On the other hand, equipment ownership (road tractors and semi-trailers) and maintenance (upkeep and repairs) dropped by 3.2 and 1.1 percentage points respectively, a little more than the figure for haulage employees (down 2.7 percentage points).

In the case of regional transport, fuel accounted for 19% of combined costs in December 2013; this lower percentage is one of the causes of the weak growth of more than three points in the regional index between 2002 and 2013 when compared with the long-distance index. The share for equipment ownership rose by between 20% and 22% over the same period.

AUTOMOTIVE PRICE INDICES

In 2013, the new passenger car price index rose by 2.2%, 1.3 percentage points faster than inflation. Since 2007, the new car price index has decreased by 1% in real terms. This variation can also be seen across Europe.

After the fall in the second half of 2009, the increase in fuel prices had accelerated greatly in 2010 and 2011, before slowing in 2012.

In 2013, the real price fuel index fell, but remains at a very high level (155 compared with 160 in 2012).

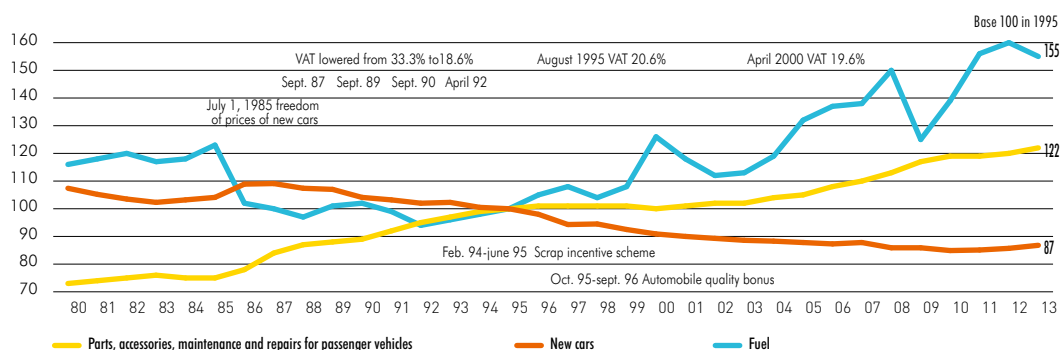
The price index for spare parts, accessories, and vehicle maintenance and repair rose by 2.7% in 2013, or at a pace slightly higher than that of inflation.

YEAR-ON-YEAR AUTOMOTIVE PRICE CHANGES

	Consumer prices	New car prices	Prices of car parts, accessories, repair and maintenance	Fuel prices
2011	2.1%	2.4%	2.3%	14.3%
2012	2.0%	2.6%	2.5%	4.9%
2013	0.9%	2.2%	2.7%	-2.5%

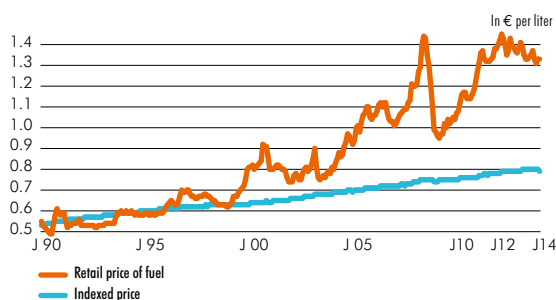
Source: INSEE, calculations from CCFA.

NEW PASSENGER CAR, FUEL, PARTS, ACCESSORIES, MAINTENANCE AND REPAIR PRICE INDICES, ADJUSTED FOR INFLATION



Source: INSEE, CCFA presentation.

RETAIL PRICE FOR DIESEL FUEL IN FRANCE AND THAT FOR JANUARY 1999 INDEXED FOR CONSUMER PRICES



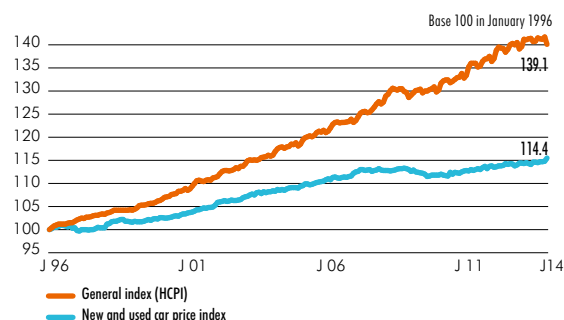
Sources: SOeS, INSEE, CCFA calculations.

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) as well as the "incentive/penalty" system.

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 in the first graph above.

Since 1992, car prices have continued to decline steadily in real terms due to the regular impact of competition and occasional impact of government support measures (the incentive/penalty ["bonus/malus"] system and scrap incentive scheme since 2008). Since 2003, many factors have led to an increase in the index of real prices of repairs and maintenance, including labor (cost of work, development of skills,

HARMONIZED PRICE INDICES FOR THE EUROZONE (17 COUNTRIES)



Source: Eurostat.

etc.) and parts (improved reparability, raw material prices, increased quality of service, greater diversity of models requested by consumers). In the eurozone (17 countries), Eurostat calculates a new and used car price index; the data from the various countries are then harmonized. Since 1996, the evolution of this index compared with that of the general price index has shown intense pressure, as in France, on prices associated with the stiffness of competition and strains on household's purchasing power. In 2013, the general price index rose 31% compared to 2000, whilst that of new and used car purchases only grew by 11%.



2.5%

THE DECLINE
IN THE PRICE OF FUEL
IN 2013 COMPARED
WITH 2012

CONSUMER SPENDING ON PRIVATE VEHICLES

The slowing of the rise in prices allowed households' purchasing power to stabilize after it had crashed in 2012. Households' expenditures were up slightly (0.2%) after the decline of 2012, which was the first time since 1993.

In this context, new car purchases by households dropped by 8% due to the major fall in registrations, to €12 billion.

Spurred by the drop in prices, households' fuel purchases reduced by 4% to €38 billion, after the record level of 2012. These expenses are higher than purchases of new cars and used car, whereas they were well below them at the start of the 1990s.

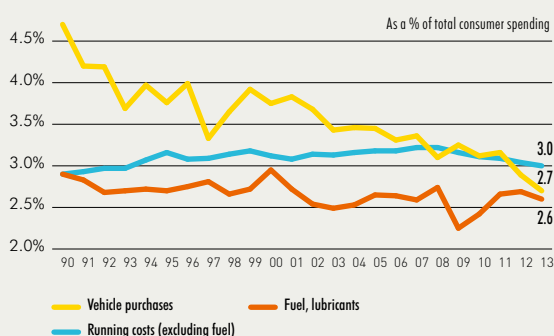
HOUSEHOLD CONSUMER SPENDING ON TRANSPORT

Amount and % of total consumer spending for the year

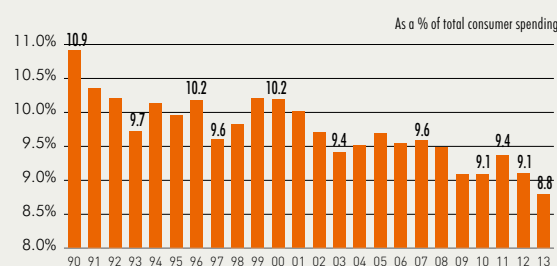
	Unit	1990		2000		2012 ⁽¹⁾		2013 ⁽¹⁾		Change 2013/2012
Vehicle purchases	€ billions	33.9	4.7%	37.9	3.8%	42.7	2.9%	39.9	2.7%	-6.5%
– New and used cars		31.3	4.3%	34.1	3.4%	38.0	2.6%	35.5	2.4%	-6.4%
of which new cars		25.6	3.5%	24.5	2.4%	25.4	1.7%	23.4	1.6%	-7.8%
– Caravans, motorcycles, bicycles		2.6	0.4%	3.8	0.4%	4.7	0.3%	4.4	0.3%	-7.1%
Running costs	€ billions	41.8	5.8%	61.3	6.1%	84.8	5.7%	83.9	5.6%	-1.1%
– Maintenance, repairs, spare parts and accessories		16.6	2.3%	24.0	2.4%	33.5	2.3%	33.6	2.2%	0.3%
of which automotive equipment manufacturing		7.2	1.0%	11.1	1.1%	17.1	1.2%	17.2	1.1%	0.5%
of which automotive service		7.1	1.0%	9.2	0.9%	11.8	0.8%	11.7	0.8%	-0.2%
– Fuel and lubricants		20.9	2.9%	29.8	2.9%	39.8	2.7%	38.4	2.6%	-3.6%
– Tolls, parking fees, rental, driving lessons		4.3	0.6%	7.5	0.7%	11.5	0.8%	11.9	0.8%	3.4%
Insurance	€ billions	2.9	0.4%	3.9	0.4%	7.2	0.5%	7.4	0.5%	1.8%
TOTAL consumer spending on private vehicles	€ billions	78.6	10.9%	103.1	10.2%	134.7	9.1%	131.2	8.8%	-2.7%
Public transport	€ billions	10.3	1.4%	15.2	1.5%	25.7	1.7%	26.0	1.7%	1.2%
Total consumer spending for the year	€ billions	721	100%	1,010	100%	1,480	100%	1,498	100%	1.2%
Number of households (mainland France)	thousands	21,632		24,256		27,810		27,949		0.5%
Spending on passenger cars per household	€	3,332		4,165		5,322		5,361		0.7%
Spending on passenger cars per vehicle-owning household	€	4,351		5,088		5,802		5,620		-3.1%

(1) Ces données sont provisoires et peuvent être réajustées pendant trois ans.
Source : Insee – La consommation des ménages, 2013 – base 2010.

PERCENTAGE OF HOUSEHOLD BUDGET ALLOCATED TO OWNING A CAR, 1990 TO 2012



TOTAL VEHICLE-RELATED EXPENDITURE



In 2013, households spent €131 billion (down 2.7%) on their individual transport, most frequently by car. This amount represents 83% of the total spending that households devote to transport (individual and public).

Consumer spending on cars, relative to total consumer spending, is expressed as the percentage of household budget allocated to owning a car. This ratio varied between 9% and 11% since the start of the 1990s until 2012. It went lower than 9% by a hair in 2013. These macroeconomic data are based on concepts that are different from those obtained through the survey (see page 50).

Spending on car purchases fluctuates widely, a fact that largely explains most of the changes in the percentage of the household budget allocated to owning a car, and its falling trend. In 2013, the portion of the budget allocated to car purchases was 2.7%, which is the lowest level

observed since the start of the 1990s. Purchases of new passenger cars by households continued to fall, and only represent 1.6% of their actual nominal consumption, compared with 2.0% in 2010, 2.4% in 2000, and notably 3.5% in 1990.

The budget percentage allocated to maintenance and repairs of private vehicles, which had increased during the 1990s, in line with the growth of car ownership and the increase of the average age of the cars in use, has been declining since 2008, from 2.5% to 2.2%.

Household spending on car insurance, which corresponds to the service—namely spending minus reimbursements—came to €7.4 billion.



2.7% SHARE

OF VEHICLE PURCHASES AS A PERCENTAGE OF TOTAL HOUSEHOLD SPENDING FOR 2013

AUTOMOBILE FINANCING

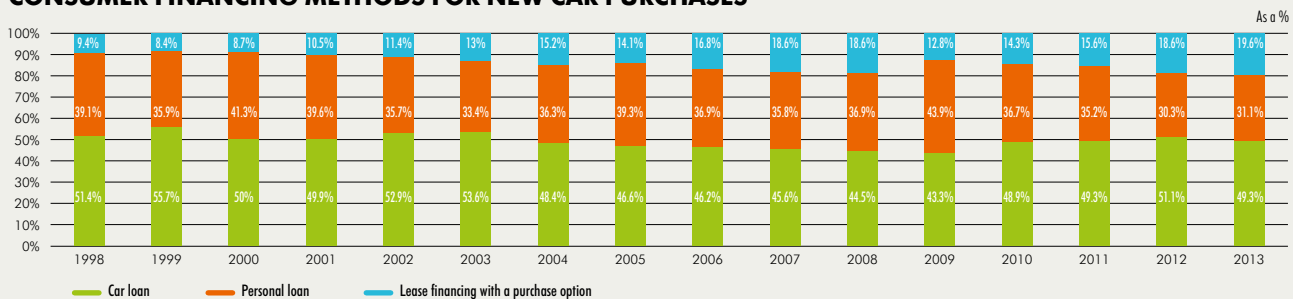
In 2013, 63% of new cars purchased by consumers were bought on credit (up two percentage points compared with 2012). After the end of the scrap incentive schemes, the level observed between 2003 and 2008 was regained.

Similar to the previous years, car (or conventional) loans were the most common source of financing (49 %) almost equal to personal loans (31 %) and lease-financing with a purchase option (20 %). Compared with 2007, the year before the financial crisis, the share of lease-financing with a purchase option (LPP) rose by one percent-

age point to reach a new high, car loans rose 4 points to the detriment of personal loans, showing a relative quieting of the competition among generalist banks.

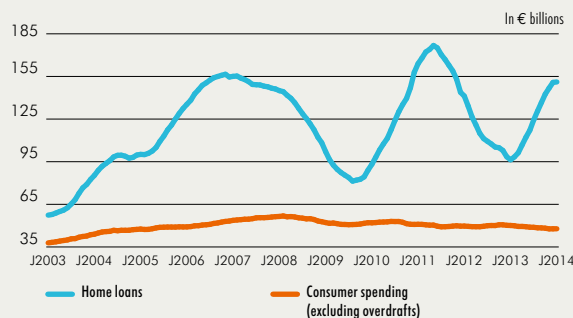
For new vehicles used by companies (both private cars and light commercial vehicles or heavy trucks), 2013 was marked by a second year of sharp decline in loans, in line with falling numbers of registrations. The fall registered in long-term rentals was clearly less important than in other financing modes.

CONSUMER FINANCING METHODS FOR NEW CAR PURCHASES

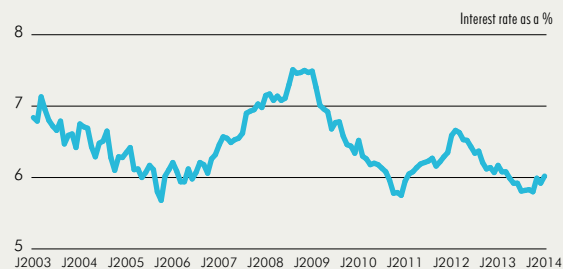


Sources: ASF, CCFA.

TOTAL AMOUNTS OF NEW LOANS GRANTED TO RESIDENTS OVER A 12-MONTH PERIOD



INTEREST ON LOANS, EXCLUDING OVERDRAFTS



Source: Banque de France.



**63%
SHARE**

OF NEW CARS PURCHASED
ON CREDIT BY CONSUMERS
IN FRANCE

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;
- lease financing, with a purchase option (LPP); the lessee has the use of the vehicle and pays rent over the term of the lease, which may be as long as 84 months, i.e. seven years. He can use his purchase option during the lease or at the end of the lease period.
- 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.

Between 2003 and 2007, use of consumer credit rose sharply in France: using data over twelve 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 €57 billion to €145 billion, an

annual average of 20 %. Such growing debt has helped offset lower rises in purchasing power noted by INSEE for all households. After dropping by 13% between January 2008 and July 2011, due to the financial and economic crisis, production of consumer loans fluctuated between €49 billion and €50 billion, declining to €48 billion at the end of 2013. As regards home loans, low rates for nominal loans, which had led to many loan renegotiations, resulted in a new record production level of €177 billion in May 2011. The so-called sovereign debt crisis then led to a sharp reduction in production until the start of 2013. Since then, with low prevailing nominal rates leading to new renegotiations of loans, the production of home loans skyrocketed to €151 billion at the start of 2014.

CAR AND MOTORCYCLE SALES AND REPAIRS

Vehicle purchases in 2013 generated sales of €72 billion, with the drop in the light commercial vehicle market and the repercussions of purchases connected to the scrap incentives. Volumes were back to 2008–2009 levels.

After increasing by more than 4% per year between 2000 and 2007, car maintenance and repairs dropped by 2% per year by value; the pace slowed over the last three years (down 0.6%). According to the INSEE, 6.5% of companies working in automotive sales and repairs were controlled by one group in 2009, compared with 6.1% in 2007 (excluding franchises). They represented 50% of the staff in this industry and 49% of the value added.

This concentration of companies is found in the statistics of sales of new vehicles by automobile retail groups provided by Argus. Between 2001 and 2012, each retail group belonging to the ten largest sold on average each year more than 1,000 new vehicles more. The one hundred largest groups each saw their sales grow by more than 300 new vehicles per year. These changes are connected with an increased geographical coverage and an expansion of outlets selling more than one brand.

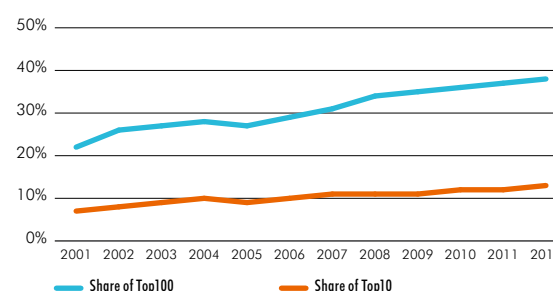
The ten largest groups sold nearly 300,000 new vehicles in 2012, making 13% of total sales for sales of more than €9 billion. The 100 largest groups represented 38% of total sales, or 870,000 new vehicles for sales of €28 billion.

LIGHT VEHICLE SALES NETWORKS IN FRANCE ON JANUARY 1ST, 2013

MAKES	Primary dealership
Renault	720
Peugeot	423
Citroën	435
French makes	1,578
Ford	303
Opel	271
Fiat	212
Volkswagen	327
BMW	177
Mercedes-Benz	166
Japanese makes	1,259
South Korean makes	495
Other makes	1,523
TOTAL	6,311

Sources: CNPA, CCFA.

SHARE OF THE LARGE RETAIL GROUPS IN THE SALE OF NEW CARS



Source: Argus.

REVENUE FROM VEHICLE SALES AND REPAIRS

In current € billions, including VAT

Activity	2008	2009	2010	2011	2012	2013	Change 2013-2012
Automotive sales	71.0	72.3	74.9	78.6	73.8	71.7	-2.8%
Automotive maintenance and repairs	23.2	22.4	20.4	20.4	20.2	20.1	-0.5%
Retail sales of automotive equipment	6.5	6.6	6.4	7.0	7.1	7.3	-2.8%
Motorcycle sales and repairs	3.1	2.9	3.0	3.0	2.9	2.8	-3.5%
Retail fuel sales	14.5	11.2	13.3	14.9	15.4	14.8	-3.8%
TOTAL	118.4	115.3	118.0	124.0	119.4	116.7	-2.2%

Source: INSEE - National Accounts, base 2010 of national accounts: provisional results

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, their official dealers and their 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 high quality of service from both sales and customer support, dealer networks are based on carefully selected distributors and repair specialists capable of meeting make and customer service requirements.

€72 BILLION

FRENCH MOTOR
VEHICLE REVENUE IN
2013, INCLUDING VAT,
ACCORDING TO
INSEE

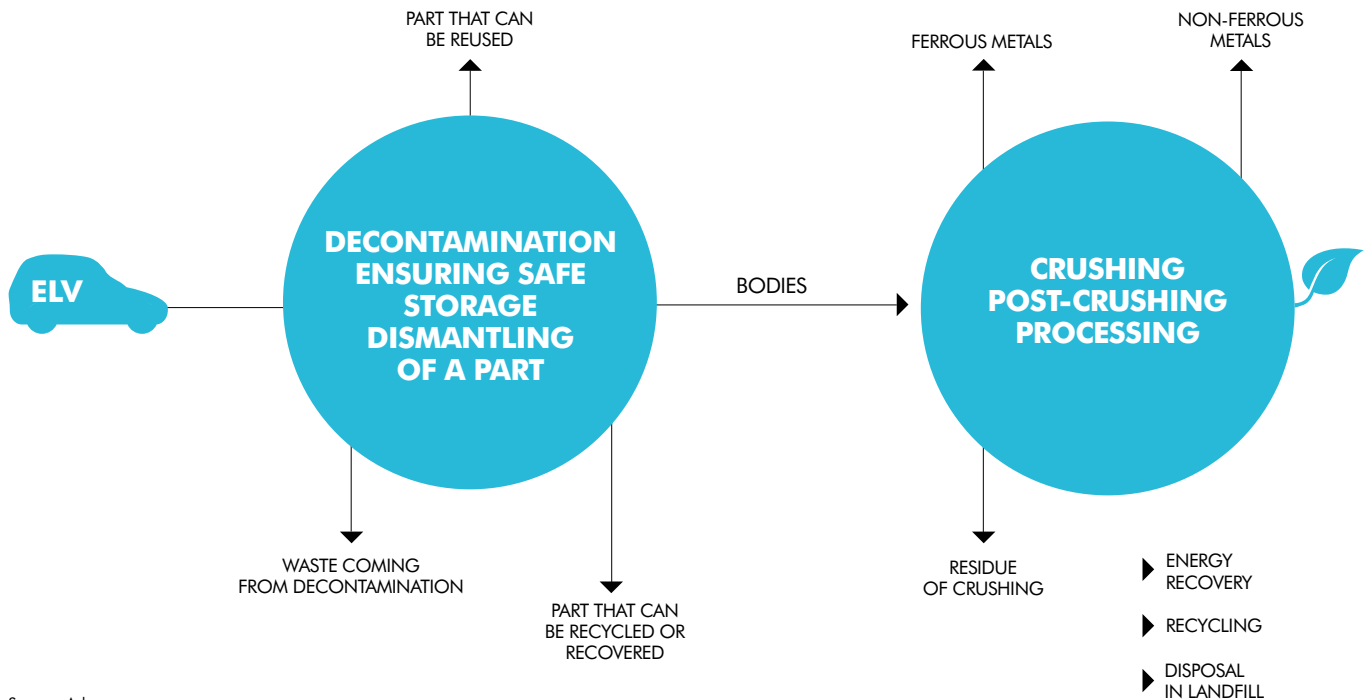
RECYCLING

Recycling is all those techniques used to process waste after it is recovered, aiming to reintroduce all or part of it into the production cycle.

Automotive recycling involves the vehicle and its consumables (tires, oils, batteries).

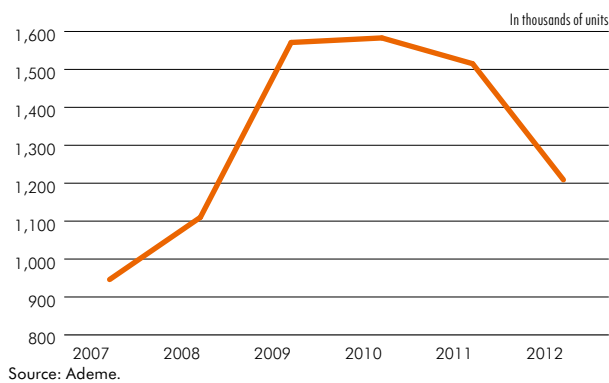
ADEME supplies some data on the magnitude of recycling in the automotive industry.

SIMPLIFIED DIAGRAM OF PROCESSING OF AN ELV



Source: Ademe.

NUMBER OF END-OF-LIFE VEHICLES (ELVs) DEALT WITH



Source: Ademe.



In France, around 1.2 million vehicles were dealt with by the certified end-of-life vehicle process in 2012 and dealt with by around 1,700 certified establishments: ELV centers.

First, the vehicles are decontaminated: fluids are drained (oils, fuels, brake fluid, airconditioning fluid, etc.), batteries removed, pyrotechnic devices stored safely. Some of the vehicle's parts, if in good working order, are then recovered, sorted, and checked, before being reused (e.g., engines, doors, headlights). The vehicle is then crushed so as to separate the various materials that make it up. Those materials, when sorted, can be used again to manufacture other products.

Selling the used spare parts contributes to reaching the recycling rates and to enabling the ELV centers to break even.

The level of collection and processing of the ELVs and the automobile

components is associated with the market situation of new vehicles, the economic context, the introduction over the given period of a system supporting the removal of older vehicles from the fleet, the technical progress that reduces the frequency of replacing components. The processing of the end-of-life vehicles must comply with levels of performance defined in European regulations: 85% recovery, of which 80% recycling today, and 95% recovery, of which 85% recycling as of 2015. In 2013, the material breakdown of an ELV generates: 75% metals (ferrous metals: 70% non-ferrous metals: 4% and electrical wiring: 1%), 10% plastics, 3% tires and 1% starting battery. The average weight of a passenger car is around one metric ton. Some consumable portions of vehicles are also recyclable during the vehicle's life. The number of automobile batteries marketed came to 8.3 million units in 2012,



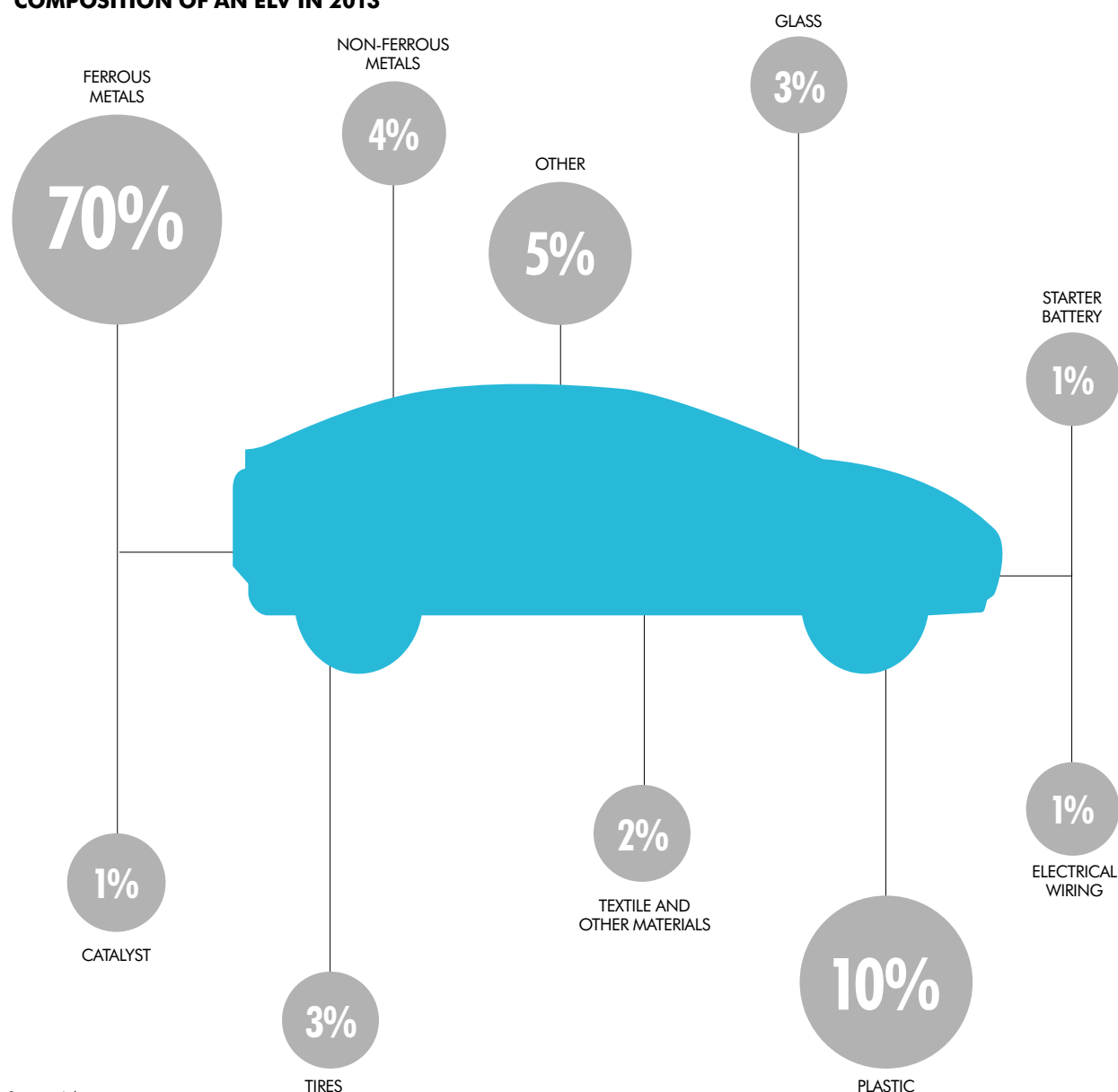
**1.2
MILLION**

ELVs PROCESSED IN 2012

An end-of-life vehicle (ELV) is a vehicle whose last owner designates it for destruction. More than 1.2 million ELVs were processed by the certified processes in 2012, compared with 1.5 million between 2009 and 2011 (the period of the scrap incentive program), and fewer than one million units in 2007.

Certified ELV centers accept ELVs at no charge and are responsible for decontaminating them, recovering certain used parts and sending the vehicle to the approved crusher.

COMPOSITION OF AN ELV IN 2013



Source: Ademe.

i.e., a return to the 2010 level. They weigh the equivalent of 136,000 metric tons. French operators have processed more than 240,000 metric tons of lead batteries, four fifths of which come from France. This type of battery is almost uniformly car batteries, the rest coming from the traction and starting of hybrids, the processed tonnage of which doubled compared with last year.

The tire system collected more than 390,000 metric tons in 2012, compared with the 200,000 in 2004, 17% of these tires are sent for granulation, 46% for energy recovery, 18% for public works, 5% for recapping, and 12% for resale on the used parts market.

Maintaining the vehicles on the road generates 240,000 metric tons of used motor oil each year. One of the requirements of recycling these oils, which are collected free of charge by certified collectors, is

that they not be mixed with any other liquids (including water, cooling fluids and solvents). The oils are then regenerated where possible (accounting for a third of the volume) or subject to energy recovery.



1,705 AND 60
THE RESPECTIVE NUMBERS OF
ELV CENTERS AND CERTIFIED
CRUSHERS

PRODUCTION OF THE AUTOMOTIVE INDUSTRY AND ITS ECONOMIC IMPACT

After the upticks recorded in 2010 and 2011, the output of the automotive industry declined again in 2012 (down 10%) to €55 billion, equivalent to just 13% above its level in 2009, the year of the crisis. Meanwhile, it had been fluctuating between €70 and €77 billion per year between 2000 and 2007. In the new 2010 basis, in which the research and development expenditure is accounted for as “gross fixed capital formation” (GFCF), total purchases (or intermediate consumption), including from the industry itself, represent more than four times its value added (VA). In 2012, total purchases came to €44 billion, a boost to many sectors of the economy. Since 2009, however,

VA has been fluctuating around €10 billion, well below the more than €13 billion recorded between 2000 and 2005. It would appear not to be sufficient to finance both employees’ salaries and the gross fixed capital formation (as well as return on capital).

The investment rate (the ratio of GFCF to VA), the guarantor of future output in a highly capital-intensive industry, is kept at a high level in this tough period for European automotive markets, whereas the margin rate (the ratio of gross operating surplus to VA) is low (*cf. the graph on page 28*).

ANALYSIS OF AUTOMOTIVE INDUSTRY PRODUCTION

		2000	2005	2009	2010	2011	2012 ⁽¹⁾
Purchases from other industries	%	71.7	76.3	76.5	76.5	76.5	76.5
Electrical, electronic and IT equipment; machines	%	20.6	21.0	20.4	20.4	20.4	20.4
of which: manufacture of IT, electronic and optical products	%	4.8	4.8	4.1	4.1	4.1	4.1
manufacture of electrical equipment		3.1	3.4	3.4	3.4	3.4	3.4
Manufacture of machinery and equipment not included elsewhere		12.8	12.8	12.9	12.9	12.9	12.9
Other industries (including coking and refining)	%	35.8	39.8	40.7	40.7	40.7	40.7
of which: metallurgy and metalworking		16.0	16.7	18.2	18.2	18.2	18.2
Manufacture of rubber, plastic and mineral products		9.1	10.8	10.4	10.4	10.4	10.4
Other manufacturing industries (including repairs and installations)		3.7	4.7	4.6	4.6	4.6	4.6
chemical industry		2.6	2.8	2.8	2.8	2.8	2.8
Manufacture of textiles, clothing industries, leather and shoes		1.6	1.9	1.7	1.7	1.7	1.7
wood, paper and printing industries		1.4	1.4	1.7	1.7	1.7	1.7
Extraction, energy and water industries	%	1.6	1.5	2.1	2.1	2.1	2.1
of which: electricity, gas, steam and air conditioning		0.9	0.8	1.2	1.2	1.2	1.2
water, sanitation, waste management and decontamination		0.7	0.7	0.8	0.8	0.8	0.8
Construction	%	0.3	0.4	0.3	0.3	0.3	0.3
Motorcycle and car sales and repairs	%	0.7	1.1	1.1	1.1	1.1	1.1
Transport and storage	%	1.2	1.3	1.4	1.4	1.4	1.4
Information and communication	%	0.4	0.4	0.4	0.4	0.4	0.4
Financial and insurance services	%	0.8	0.7	0.7	0.7	0.7	0.7
Real estate activities	%	0.2	0.2	0.2	0.2	0.2	0.2
Corporate services	%	7.7	7.7	6.8	6.8	6.8	6.8
of which: legal, accounting, control and technical analysis, etc.		1.6	1.9	2.0	2.0	2.0	2.0
research and development		0.0	0.0	0.0	0.0	0.0	0.0
other specialized, scientific and technical activities		2.8	2.7	2.5	2.5	2.5	2.5
administrative and support services		3.4	3.1	2.3	2.3	2.3	2.3
Other commercial sector industries	%	2.3	2.1	2.1	2.1	2.1	2.1
All commercial sector purchases	%	13.4	13.6	12.9	12.9	12.9	12.9
Purchases within the industry	%	70.3	75.6	48.4	58.3	60.9	54.7
Total production at base prices	current € billion	100.0	100.0	100.0	100.0	100.0	100.0
As a % of production at base prices	%	57.1	62.6	39.1	47.5	50.3	44.5
Total purchases⁽²⁾	current € billion	81.2	82.7	80.7	81.5	82.7	81.3
As a % of production at base prices	%	13.2	13.0	9.3	10.8	10.5	10.2
Value added of the branch	current € billion	18.8	17.3	19.3	18.5	17.3	18.7
As a % of production at base prices	%	—	—	1.3	2.6	2.6	2.2
Gross Operating Surplus (GOS)	current € billion	—	—	14.4	24.6	24.5	21.4
As a % of value added (margin rate)	%	—	—	4.4	—11.8	14.4	4.6

(1) Accounts for 2012 are semi-definitive. (2) Total purchases (intermediate consumption) refers to the value of goods and services transformed or consumed fully during the production process. The distribution of purchases by industry is expressed as volume. In the new 2010 the research and development costs are no longer included in intermediate consumption, but in GFCF. It does not include the depreciation of fixed production assets, which is recorded in uses of capital employed.

Source: INSEE – National accounts (base 2010).

**€55
BILLION**
PRODUCTION OF THE
AUTOMOTIVE INDUSTRY

Of the total purchases of the automotive industry, which represent more than 80% of its output, just one quarter is made from the industry itself, the other three quarters being made from other industries. Intermediate goods accounted for just over 40% of purchases, including metallurgy and metalwork; the metalworking industry remained the leading supplier, accounting for 18 % of total purchases. Purchases from manufacturers

of machines and equipment (excluding electrical, electronic and IT products) accounted for 13% of total purchases in the automotive industry. In the 2010 basis, in which research and development expenditure is accounted for as GFCF, the automotive industry devotes 13% of its purchases to the tertiary sector, particularly in the activities of support to companies (7%).

AUTOMOTIVE OEMS AND SUPPLIERS

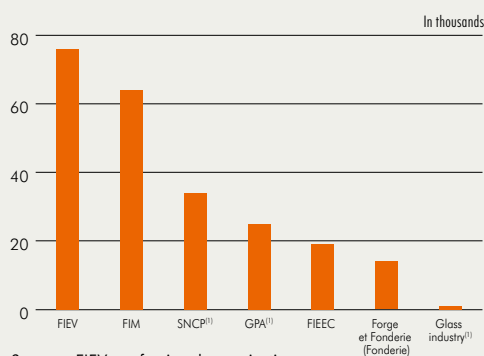
Automobile manufacturing acts as a structure for its suppliers and the French economy as a whole.

The development of French automotive manufacturing drives the sector of OEMs and other suppliers such as plastic converters, industrial rubber, the casting business, industrial metalworking services, and so on. According to Eurostat, while French automotive manufac-

turers are second in Europe in terms of sales, the French OEM industry is third in Europe.

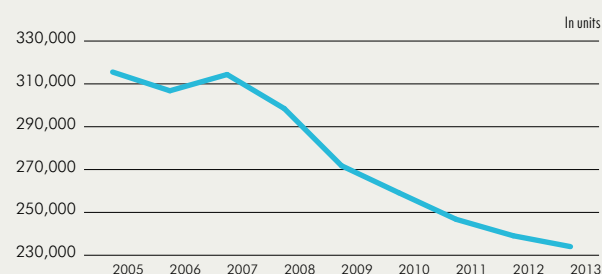
FIEV estimates the workforces of automotive suppliers belonging to CLIFA for the year 2013 at around 234,000 jobs, with sales of €40 billion. In 2007, before the crisis, their estimates were of 315,000 jobs and sales of over €50 billion.

WORKFORCE OF SUPPLIERS TO THE AUTOMOTIVE INDUSTRY IN 2013



Sources: FIEV, professional organizations.
(1) 2012 data.

WORKFORCE OF SUPPLIERS TO THE AUTOMOTIVE INDUSTRY



Sources: FIEV, professional organizations.

REVENUES OF SUPPLIERS TO THE AUTOMOTIVE INDUSTRY (2013)

		In € billions
FIEV		
Fédération des Industries des Équipements pour Véhicules	15.1	
FIM		
Fédération des Industries Mécaniques	9.9	
SNCP⁽¹⁾		
Syndicat National du Caoutchouc et des Polymères	5.0	
GPA⁽¹⁾		
Groupement Plasturgie Automobile	5.0	
FIEEC		
Fédération des Industries Électriques, Électroniques et de Communication	4.0	
Forge et Fonderie (Fonderie)		
	2.0	
Glass industry⁽¹⁾		
	0.3	

Sources: FIEV, professional organizations.
(1) 2012 data.

A variety of participants of different sizes, businesses and ranks contribute to automotive manufacturing.

Partnership solutions can also be very varied as shown by studies conducted by the *Service des Etudes et des Statistiques Industrielles* (Department for Industrial Studies and Statistics – SESSI) in 2006 on the automotive supplier chain and the current work by the *Fédérations des Industries des équipements pour véhicules* (French Automotive Equipment Industries Association – FIEV). The automotive industry comprises automotive manufacturing and suppliers. Equipment manufacturers have two types of markets: the first type with a total worth of €12.8 billion in 2013, producing equipment for assembly chains, and the second type dealing with spare parts, with a total worth of around €2.3 billion. 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 – FIEV).

The French automotive industry still relies on its French industrial base; FIEV has estimated the sales of suppliers to the automotive industry to have reached around €40 billion. It accounts for a major share of the engineered plastics parts business, the 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. According to the *Groupement des Industries de la Sous-Traitance Mécanique* (Association of Mechanical Subcontracting Industries – GIST), the automotive industry represents more than 40% of its activity in terms of sales. To show the total industrial weight of the automotive branch, we should add to these automotive suppliers represented by the *Comité de Liaison des Fournisseurs de l'Automobile* (Automotive Suppliers' Liaison Committee – CLIFA) the business represented, for example, by purchases the automotive industry makes in France from other branches such as steelworks, chemistry or even power generation (see page 58).



1st

THE FRENCH

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

EMPLOYMENT

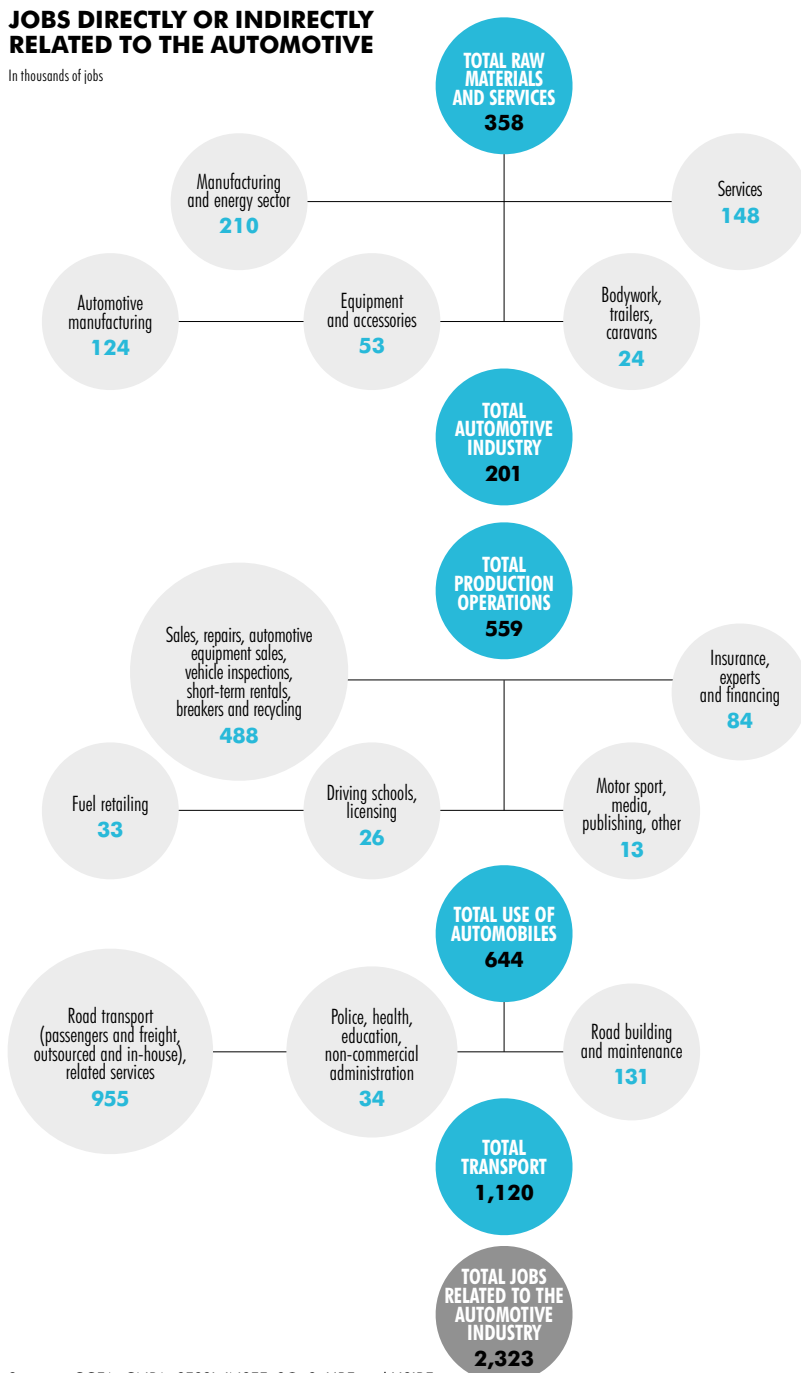
In the broadest sense, automobiles provided work for more than 2.3 million people, representing 9% of France's employed working population, in 2013.

The automotive industry alone directly employed 210,000 people, representing 6% of all employment in the manufacturing and energy sector (including the extractive industries, food industries and industrial companies with fewer than 20 employees).

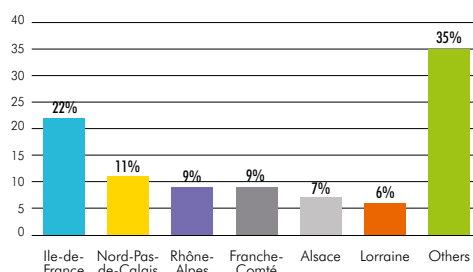
The effects of the financial and economic crisis that started in 2008 were sorely felt in industrial branches and those associated with vehicle use, particularly for heavy trucks, and transport. Following the consolidation of 2011, employment numbers started falling again.

JOBS DIRECTLY OR INDIRECTLY RELATED TO THE AUTOMOTIVE

In thousands of jobs



GEOGRAPHIC BREAKDOWN OF AUTOMOTIVE INDUSTRY EMPLOYEES ON JANUARY 1ST, 2012



According to CCFA estimates based on ESANE data from INSEE (cf. pages 80, 81), the automotive industry, one of the major contributors to France's industrial production, has generated 559,000 jobs through its production and its purchases from other industries (cf. INSEE data, page 58), which include designing vehicles, equipping manufacturing plants and producing the vehicles. It is worth remembering that today, employee figures for the automotive industry do not include temporary positions as they are now included in the purchase of new services. Also, following the change in category (see page 81), OEM employees—who were previously included in purchases from manufacturing and energy industries—are counted together with those working for car seat and electrical equipment manufacturers for engines and vehicles. According to figures produced by the FIEV from estimates by various professional organizations (cf. previous page), employees for 2013 in the automotive industry (excluding assembly) stood at 234,000, including 76,000 for equipment (FIEV), 64,000 for mechanics (FIM), 34,000 for tires and rubber (SNCP) and 25,000 for plastics (GPA, 2012 figures). Vehicle usage provided jobs for more than 644,000 people, particularly in the areas of vehicle-related services (sales, repairs, automotive equipment retailing, etc.), fuel and recycling (oil recovery, car breakers, etc.). These figures concern employees and also individual entrepreneurs and non-salaried employees. Finally, the road transport (passenger and freight) sector and its related infrastructure employed more than 1 million people. These include both outsourced and in-house transport operations. In a broader sense of freight transport and logistics (storage and related services), the French Transport Ministry's Statistics Department carried out a multi-sector analysis that showed there were 1.5 million employees in this sector in 2004.

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

9%
PERCENTAGE
OF FRENCH PEOPLE
IN EMPLOYMENT WORKING
IN THE AUTOMOTIVE INDUSTRY
(DIRECT AND INDIRECT JOBS)

THE FRENCH AUTOMOTIVE INDUSTRY

2014 Analysis and Statistics

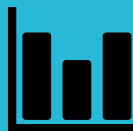


78%

OF VEHICLES
PRODUCED BY FRENCH
MANUFACTURERS ARE
SOLD ABROAD

€6.5

BILLION
FRENCH AUTOMOTIVE
INDUSTRY RESEARCH
AND DEVELOPMENT
BUDGET IN 2011



€39

BILLION
IN EXPORTS OF
AUTOMOTIVE
PRODUCTS FROM
FRANCE



5.5

**MILLION
VEHICLES**
WERE PRODUCED
BY FRENCH
MANUFACTURERS
WORLDWIDE



Comité des Constructeurs Français d'Automobiles

PRODUCTION

PASSENGER CARS*

In units

	1980	1990	2000 ⁽²⁾	2009	2010	2011	2012	2013
Europe	11,983,548	15,231,409	17,407,047	15,247,066	17,341,941	18,279,084	17,403,987	17,359,040
Western Europe	10,401,320	13,061,853	14,778,879	11,037,669	12,138,971	12,445,044	11,324,878	11,317,375
Germany	3,520,934	4,660,657	5,131,918	4,964,523	5,552,409	5,871,918	5,388,459	5,439,904
Belgium	882,001	1,160,412	912,233	524,595	528,996	560,779	504,076	449,600
Spain	1,028,813	1,679,301	2,366,359	1,812,688	1,913,513	1,839,068	1,539,680	1,719,700
France ⁽¹⁾	2,938,581	3,294,815	2,879,810	1,819,497	1,924,171	1,931,030	1,682,814	1,460,000
Italy	1,445,221	1,874,672	1,422,284	661,100	573,169	485,606	396,817	388,465
Netherlands	80,779	121,300	215,085	50,620	48,025	40,772	24,895	n/a
Portugal	61,000	60,221	178,509	101,680	114,563	141,779	115,735	109,698
United Kingdom	923,744	1,295,611	1,641,452	999,460	1,270,444	1,343,810	1,464,906	1,509,762
Sweden	235,320	335,853	259,959	128,738	177,084	188,969	162,814	161,080
Central and Eastern Europe	1,582,228	2,002,000	2,330,692	3,698,466	4,599,576	5,194,306	5,501,813	5,408,061
Turkey	31,529	167,556	297,476	510,931	603,394	639,734	577,296	633,604
North and South America	8,663,060	8,450,862	10,022,089	6,954,032	8,228,067	8,761,800	10,124,903	10,424,280
NAFTA	7,526,658	7,747,823	8,371,806	3,960,731	5,084,330	5,624,553	6,956,179	7,084,136
of which: Canada	846,777	1,072,281	1,550,500	822,267	967,077	990,482	1,040,298	965,191
USA	6,376,825	6,077,449	5,542,217	2,195,588	2,731,105	2,976,991	4,105,874	4,346,958
Mexico	303,056	598,093	1,279,089	942,876	1,386,148	1,657,080	1,810,007	1,771,987
South America	1,136,402	703,039	1,650,283	2,993,301	3,143,737	3,137,247	3,168,724	3,340,144
of which: Argentina	218,516	81,107	238,921	380,067	508,401	577,233	497,376	506,539
Brazil ⁽³⁾	977,697	663,097	1,351,998	2,575,418	2,584,690	2,519,389	2,589,236	2,742,309
Asia-Pacific	8,796,971	11,910,333	13,573,073	25,289,717	32,414,823	32,481,277	35,159,735	37,243,294
of which: China	-	-	605,000	10,383,831	13,897,083	14,485,326	15,523,658	18,085,213
South Korea	55,000	986,751	2,602,008	3,158,417	3,866,206	4,221,617	4,167,089	4,122,604
India	30,538	176,015	517,957	2,175,220	2,831,542	3,040,144	3,296,240	3,138,988
Japan	7,038,108	9,947,972	8,359,434	6,862,161	8,310,362	7,158,525	8,554,503	8,189,323
Africa	277,058	209,603	213,444	281,783	356,872	375,585	381,377	409,589
of which: South Africa	277,058	209,603	230,577	222,981	295,394	312,265	274,873	265,257
TOTAL	29,720,637	35,802,207	41,215,653	47,772,598	58,341,703	59,897,746	63,070,002	65,436,203

COMMERCIAL VEHICLES*

In units

	1980	1990	2000	2009	2010	2011	2012	2013
EUROPE	2,563,596	2,688,509	2,783,468	1,808,776	2,549,317	2,674,986	2,453,409	2,367,243
Western Europe	1,663,080	1,671,915	2,326,653	1,204,952	1,686,875	1,676,587	1,497,474	1,448,029
Germany	357,619	315,895	394,697	245,334	353,576	275,035	260,801	278,318
Belgium	47,029	91,784	121,061	12,759	26,306	n/a	n/a	n/a
Spain	152,846	374,049	666,515	357,390	474,387	534,261	439,499	443,638
France ⁽¹⁾	439,852	474,178	468,551	228,196	305,250	311,898	284,951	280,000
Italy	166,635	246,178	316,031	182,139	265,017	304,742	274,951	269,742
Netherlands ⁽⁴⁾	32,102	29,832	52,234	26,131	46,081	32,379	30,754	n/a
Portugal	58,000	77,466	68,215	24,335	44,166	50,463	47,831	44,318
United Kingdom	389,170	270,133	172,442	90,679	123,019	120,189	112,039	87,671
Sweden	63,080	74,415	41,384	27,698	40,000	n/a	n/a	n/a
Central and Eastern Europe	900,516	975,000	323,203	245,150	371,279	449,002	460,253	427,284
Turkey	19,352	41,594	133,471	358,674	491,163	549,397	495,682	491,930
North and South America	2,599,948	5,032,605	9,761,798	5,608,388	8,139,331	9,032,009	9,961,555	10,712,033
NAFTA	2,349,318	4,775,818	9,325,214	4,822,200	7,088,685	7,853,153	8,841,625	9,393,967
of which: Canada	527,522	850,566	1,411,136	668,215	1,101,112	1,144,639	1,423,066	1,414,615
USA	1,634,846	3,702,787	7,257,640	3,535,809	5,031,439	5,684,544	6,226,752	6,698,944
Mexico	186,950	222,465	656,438	618,176	956,134	1,023,970	1,191,807	1,280,408
South America	250,630	256,787	436,584	786,188	1,050,646	1,178,856	1,119,930	1,318,066
of which: Argentina	63,153	5,337	100,711	132,857	208,139	251,538	267,119	284,468
Brazil ⁽³⁾	187,477	251,450	329,519	607,505	797,038	888,472	813,272	998,109
Asia-Pacific	4,344,363	4,492,406	4,497,938	6,470,438	8,515,432	8,094,235	8,549,396	8,557,584
of which: China	-	-	1,464,000	3,407,163	4,367,678	3,933,550	3,748,150	4,031,612
South Korea	65,012	334,879	512,990	354,509	405,535	435,477	394,677	398,825
India	83,379	186,640	283,403	466,330	725,531	887,267	878,473	741,950
Japan	4,004,776	3,538,824	1,781,362	1,071,896	1,318,558	1,240,105	1,388,574	1,440,747
Africa	127,698	125,174	115,305	131,668	158,204	181,052	205,019	226,930
of which: South Africa	127,698	125,174	126,787	150,942	176,655	220,280	264,551	280,656
TOTAL	9,675,970	12,399,000	17,158,509	14,019,270	19,362,284	19,982,282	21,169,379	21,863,790

(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.

(3) Since 2010, Brazilian production does not include CKDs.

(4) Production in the Netherlands did not include DAF en 2012.

Sources: OICA, CCFA estimates for July 2014.

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

WORLD MOTOR VEHICLE PRODUCTION BY MANUFACTURER AND ECONOMIC REGION, 2012**

In thousands

Manufacturers/Economic areas	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	3,031	2,415	11,249	979	42	156	3,479	1,549	22,901
BMW	308		1,359				150	46	1,862
Fiat-Chrysler	1,786	909	931	120			146	607	4,499
Daimler, not including heavy trucks	180	0	1,304				100	60	1,644
PSA Peugeot Citroën		230	1,988	73	42		440	138	2,911
Renault-Dacia-Samsung		466	1,200	595		156		247	2,665
Volkswagen, not including heavy trucks	757	810	4,438	180			2,643	216	9,044
Volvo	45	29	78	4	18			58	232
American manufacturers	5,326	1,210	2,006	786		786	1,845	3,172	15,131
Ford	2,597	422	1,029	380			473	710	5,611
General Motors	2,554	788	928	406		786	2,844	981	9,285
Navistar	94	0							94
Paccar	81		50					9	140
Japanese manufacturers	4,126	433	1,379	101	9,830		3,014	6,767	25,651
Fuji Heavy (Subaru)	169				640				809
Honda	1,281	144	166	22	1,029		617	851	4,111
Isuzu		15		2	241		38	305	600
Mazda	38	13			846		169	123	1,189
Mitsubishi	37	41	20		515	22		476	1,110
Nissan	1,328	32	654	0	1,148		1,161	566	4,889
Suzuki-Maruti		0	156		1,062		252	1,423	2,894
Toyota-Daihatsu-Hino	1,257	188	384	77	4,420		754	3,023	10,104
South Korean manufacturers	720	27	595	311		3,494	1,343	639	7,129
Hyundai-Kia	720	27	595	311		3,491	1,343	639	7,126
Chinese manufacturers			420				9,987	2	10,410
Geely (Volvo cars)			420				500	2	923
SAIC							1,784		1,784
Indian manufacturers			368			128		1,562	2,058
Tata (Telco, Jaguar, Land Rover)			368			9		868	1,245
All manufacturers	13,203	4,086	16,018	3,488	9,872	4,564	19,668	13,857	84,239

As % of total production

European manufacturers	13%	11%	49%	4%	0%	1%	15%	7%	100%
BMW	17%		73%				8%	2%	100%
Fiat-Chrysler	40%	20%	21%	3%			3%	13%	100%
Daimler	11%	0%	79%				6%	4%	100%
PSA Peugeot Citroën	0%	8%	68%	2%	1%		15%	5%	100%
Renault-Dacia-Samsung	0%	18%	45%	22%		6%		9%	100%
Volkswagen	8%	9%	49%	2%			29%	2%	100%
Volvo	19%	13%	34%	2%	8%			25%	100%
American manufacturers	35%	8%	13%	5%	0%	5%	12%	21%	100%
Ford	46%	8%	18%	7%			8%	13%	100%
General Motors	28%	8%	10%	4%		8%	31%	11%	100%
Navistar	100%	0%							100%
Paccar	58%		35%			0%		7%	100%
Japanese manufacturers	16%	2%	5%	0%	38%	0%	12%	26%	100%
Fuji Heavy (Subaru)	21%				79%				100%
Honda	31%	4%	4%	1%	25%		15%	21%	100%
Isuzu		2%			40%		6%	51%	100%
Mazda	3%	1%			71%		14%	10%	100%
Mitsubishi	3%	4%	2%		46%	2%		43%	100%
Nissan	27%	1%	13%		23%		24%	12%	100%
Suzuki-Maruti		0%	5%		37%		9%	49%	100%
Toyota-Daihatsu-Hino	12%	2%	4%	1%	44%		7%	30%	100%
South Korean manufacturers	10%		8%	4%		49%	19%	9%	100%
Hyundai-Kia	10%		8%	4%		49%	19%	9%	100%
Chinese manufacturers	0%	0%	4%	0%	0%	0%	96%	0%	100%
Geely (Volvo cars)			46%				54%	0%	100%
SAIC							100%		100%
Indian manufacturers	0%	0%	18%	0%	0%	6%	0%	76%	100%
Tata (Telco, Jaguar, Land Rover)			30%			1%		70%	100%
All manufacturers	16%	5%	19%	4%	12%	5%	23%	16%	100%

Sources: CCFA, OICA.

** Each country's production figures are based on nationally reported data. Double counting is eliminated in the world total (all vehicles).

REGISTRATIONS

NEW PASSENGER CAR REGISTRATIONS BY COUNTRY

In units

	1980	1990	2000	2009	2010	2011	2012	2013
Germany	2,426,187	3,349,788	3,378,343	3,807,175	2,916,259	3,173,634	3,082,504	2,952,431
Belgium	399,240	473,506	515,204	476,194	547,340	572,211	486,737	486,065
Spain	504,051	988,270	1,381,515	952,772	982,015	808,051	699,589	722,703
France	1,873,202	2,309,130	2,133,884	2,302,398	2,251,669	2,204,229	1,898,760	1,790,473
Italy	1,717,432	2,307,055	2,415,600	2,159,465	1,961,580	1,749,740	1,403,010	1,303,534
Netherlands	450,076	502,732	597,640	387,699	482,531	555,812	502,544	417,036
Poland				276,220	315,855	277,427	272,719	289,913
United Kingdom	1,513,761	2,008,934	2,221,670	1,994,999	2,030,846	1,941,253	2,044,609	2,264,737
Europe 15 countries	9,690,146	13,125,133	14,312,087	13,302,002	12,559,450	12,353,094	11,299,363	11,096,691
Europe 17 countries	10,065,460	13,516,933	14,725,982	13,666,695	12,981,443	12,810,397	11,765,469	11,546,727
Central and Eastern Eur.	1,900,000	1,600,474	2,551,000	2,940,054	3,515,830	4,353,099	4,419,549	4,336,308
Russia				1,465,742	1,912,794	2,653,688	2,755,384	2,597,720
Turkey	31,000	215,000	456,696	369,819	509,784	593,519	556,280	664,655
Canada	948,967	886,217	849,132	729,023	694,349	681,956	748,530	754,952
USA	8,760,937	9,300,678	8,846,625	5,400,890	5,635,432	6,089,403	7,241,900	7,585,867
Mexico	286,000	353,000	603,010	439,120	503,748	592,101	649,333	698,217
Argentina	215,177	77,306	224,950	385,493	489,304	626,037	600,915	661,800
Brazil	793,028	532,791	1,188,818	2,474,764	2,644,706	2,647,250	2,851,540	2,763,718
China				10,331,315	13,757,794	14,472,416	15,495,240	17,928,858
South Korea	45,972	626,126	1,057,620	1,234,618	1,318,257	1,324,095	1,325,229	1,243,868
India				1,816,878	2,387,197	2,510,313	2,781,919	2,553,979
Indonesia				359,367	541,475	602,291	780,785	870,927
Iran				1,100,000	1,410,403	1,452,965	901,268	691,709
Japan	2,854,185	5,102,659	4,259,771	3,905,310	4,203,181	3,509,036	4,572,333	4,562,282
Malaysia				486,342	543,594	535,113	552,189	576,657
Thailand				230,037	346,644	360,441	660,214	724,346
Australia				540,562	592,122	559,314	576,955	566,454
South Africa				258,129	337,130	396,292	440,002	450,440
World	28,500,000	34,825,967	38,689,767	49,344,608	55,447,927	57,352,882	60,473,312	62,786,169

NEW COMMERCIAL VEHICLE REGISTRATIONS BY COUNTRY

In units

	1980	1990	2000	2009	2010	2011	2012	2013
Germany	175,687	203,389	314,804	242,178	282,157	334,820	311,498	305,287
Belgium	34,478	46,670	66,125	60,066	60,157	71,300	63,782	61,839
Spain	105,934	249,185	335,684	121,450	132,104	123,353	91,402	100,247
France	323,291	446,983	477,204	416,201	457,215	482,823	432,971	410,595
Italy	122,293	159,322	268,057	197,978	202,573	193,209	142,754	115,960
Netherlands	47,926	68,791	114,354	64,208	59,781	71,945	69,349	64,408
Poland				44,812	49,356	59,799	55,813	61,897
United Kingdom	274,143	293,473	301,523	227,543	262,730	308,230	289,154	330,976
Europe 15 countries	1,276,097	1,718,369	2,245,881	1,501,441	1,646,742	1,789,682	1,568,952	1,553,027
Europe 17 countries	1,313,650	1,769,569	2,310,844	1,558,884	1,711,882	1,867,948	1,646,028	1,627,129
Central and Eastern Eur.	850,000	874,072	579,060	476,059	595,752	702,846	826,321	764,279
Russia				131,715	194,341	247,924	386,167	352,763
Turkey	19,000	43,015	199,825	187,307	251,129	270,920	261,340	228,469
Canada	335,827	416,041	736,951	753,209	889,039	938,265	967,648	1,024,908
USA	2,476,777	4,845,360	8,965,048	5,200,478	6,136,787	6,951,210	7,544,036	8,298,102
Mexico	166,000	198,000	302,944	336,631	344,606	344,679	375,241	402,325
Argentina	59,881	17,481	81,995	122,301	163,098	220,814	231,111	287,058
Brazil	187,233	180,000	302,288	666,476	870,360	986,003	950,531	1,003,652
China				3,313,479	4,304,142	4,032,698	3,811,195	4,055,221
South Korea	58,502	328,151	372,840	219,257	247,693	263,000	237,000	299,696
India				449,391	653,193	777,424	813,589	687,230
Indonesia				126,721	223,235	291,873	335,445	347,973
Iran				220,000	232,440	235,229	143,162	113,041
Japan	2,161,305	2,674,834	1,703,114	704,023	752,967	701,188	797,388	813,231
Malaysia				50,563	61,562	65,010	75,564	79,136
Thailand				318,833	453,713	433,640	763,366	606,326
Australia				396,766	443,452	449,123	535,177	569,773
South Africa				137,093	155,777	175,949	183,919	200,180
World	9,150,000	13,410,615	18,723,143	16,249,925	19,558,998	20,796,267	21,707,819	22,702,384

Sources: CCFA - OICA from 2009, which uses data from its members and thus local definitions of vehicle types.

PRODUCTION

DIESEL PASSENGER CAR PRODUCTION BY MAKE AND COUNTRY

In units

	1980	1990	2000	2008	2009	2010	2011	2012
French manufacturers (world-wide)								
Citroën	33,996	213,010	453,604	585,347	542,860	586,769	576,670	486,782
Peugeot	133,332	334,469	593,349	556,254	484,583	622,644	632,660	554,931
PSA Peugeot Citroën ⁽¹⁾	167,328	547,479	1,046,953	1,141,601	1,027,443	1,209,413	1,209,330	1,041,713
Renault	69,335	256,528	601,495	754,033	716,955	812,306	795,363	645,955
Dacia	-	-	-	81,153	66,948	132,548	173,917	172,730
Renault Samsung Motors	-	-	-	41,272	12,280	24,141	35,058	22,961
Renault-Dacia-Samsung	69,335	256,528	601,495	876,458	796,183	968,995	1,004,338	841,646
Total ⁽²⁾	236,663	804,007	1,648,448	2,018,059	1,823,626	2,178,408	2,213,668	1,883,359
TOTAL GASOLINE + DIESEL	2,938,581	3,294,815	4,598,617	4,900,579	4,806,612	5,610,340	5,604,600	4,862,707
Diesel share		24.4%	35.8%	41.2%	37.9%	38.8%	39.5%	38.7%
Germany								
Mercedes ⁽²⁾	216,053	141,547	278,772	397,553	329,107	363,443	381,500	366,408
Opel	32,742	76,441	288,651	238,910	200,410	236,982	226,521	170,847
Volkswagen-Audi-Seat	211,199	325,767	847,652	1,238,822	985,365	1,095,790	1,258,667	1,165,913
Ford	5,344	90,117	179,130	348,715	317,161	347,553	343,328	277,704
BMW	33,520	28,135	194,794	416,432	386,557	448,604	478,091	482,369
Total ⁽²⁾	465,788	662,007	1,788,999	2,640,456	2,227,276	2,502,419	2,709,347	2,491,390
TOTAL GASOLINE + DIESEL	3,520,934	4,660,657	5,131,918	5,532,030	4,964,509	5,552,330	5,871,918	5,388,459
Diesel share	13.2%	14.2%	34.9%	47.7%	44.9%	45.1%	46.1%	46.2%
Spain								
Total ⁽²⁾	N/A	150,221	681,262	910,000	830,000	1,000,000	1,030,000	N/A
TOTAL GASOLINE + DIESEL	N/A	1,679,301	2,445,421	1,943,049	1,812,688	1,913,513	1,839,068	1,539,680
Diesel share	N/A	8.9%	27.9%	47%	46%	52%	56%	N/A
Italy								
Alfa Romeo	3,851	11,176	77,532	72,405	49,822	60,095	79,687	44,023
Fiat	76,513	87,985	223,889	207,314	142,357	150,786	112,145	63,350
Lancia		17,679	40,891	36,817	31,229	28,571	32,460	12,568
Others	0	297	0	4,763	1,040	1,449	0	0
Total ⁽²⁾	80,364	117,137	342,312	321,299	224,448	240,901	224,292	119,941
TOTAL GASOLINE + DIESEL	1,445,221	1,874,672	1,422,243	659,221	661,100	573,169	485,606	396,817
Diesel share	5.6%	6.2%	24.1%	48.7%	34.0%	42.0%	46.2%	30.2%
United Kingdom								
Honda	0	0	596	73,016	11,812	35,908	22,177	30,525
Jaguar-Land Rover	0	25,374	69,775	161,051	98,242	137,824	162,523	202,097
Mini	0	0	0	40,327	31,586	34,752	39,679	35,044
Nissan	0	3,200	54,396	118,096	116,139	173,050	226,357	216,048
Opel	0	7,695	125,880	34,441	26,955	35,206	79,657	50,704
Peugeot	0	50,942	37,432	0	0	0	0	0
Toyota	0	0	38,931	106,271	54,257	55,599	44,298	39,702
Others	774	34,740	57,413	2,095	1,739	1,814	1,375	955
Total	774	121,951	384,423	535,297	340,730	474,153	576,066	575,075
TOTAL GASOLINE + DIESEL	923,744	1,295,611	1,641,317	1,447,550	999,288	1,274,070	1,340,842	1,464,906
Diesel share	0.1%	9.4%	23.4%	37.0%	34.1%	37.2%	43.0%	39.3%

(1) Including Talbot up to 1985.

(2) Including others.

Source: CCFA.

REGISTRATIONS

NEW PASSENGER CAR REGISTRATIONS IN THE EUROPEAN UNION, SWITZERLAND AND NORWAY BY GROUP ⁽¹⁾

In thousands of units and as a % of total registrations

	2005 ⁽²⁾	2007	2008	2009	2010	2011	2012	2013
PSA Peugeot Citroën	2,111	2,089	1,902	1,892	1,849	1,689	1,471	1,345
	13.6%	13.0%	12.8%	13.0%	13.4%	12.4%	11.7%	10.9%
Renault Group	1,635	1,408	1,310	1,353	1,416	1,303	1,057	1,092
	10.5%	8.7%	8.8%	9.3%	10.2%	9.6%	8.4%	8.9%
Fiat Group (including Chrysler)	1,085	1,375	1,281	1,311	1,080	950	801	741
	7.0%	8.5%	8.6%	9.0%	7.8%	7.0%	6.4%	6.0%
Ford Group	1,269	1,305	1,238	1,300	1,128	1,092	949	919
	8.2%	8.1%	8.3%	8.9%	8.2%	8.0%	7.6%	7.5%
General Motors	1,590	1,582	1,362	1,264	1,196	1,173	1,011	968
	10.2%	9.8%	9.2%	8.7%	8.6%	8.6%	8.1%	7.9%
Volkswagen Group	3,041	3,228	3,094	3,107	2,984	3,216	3,114	3,090
	19.5%	20.0%	20.8%	21.3%	21.6%	23.6%	24.8%	25.1%
Daimler	830	829	792	685	676	673	667	689
	5.3%	5.1%	5.3%	4.7%	4.9%	4.9%	5.3%	5.6%
BMW Group	772	852	823	709	753	812	801	795
	5.0%	5.3%	5.5%	4.9%	5.4%	6.0%	6.4%	6.5%
Nissan	361	313	338	369	407	464	436	424
	2.3%	1.9%	2.3%	2.5%	2.9%	3.4%	3.5%	3.4%
Toyota-Lexus-Daihatsu	852	1,002	842	770	629	572	548	543
	5.5%	6.2%	5.7%	5.3%	4.5%	4.2%	4.4%	4.4%
Other Japanese makes	911	1,027	934	850	718	619	537	558
	5.8%	6.4%	6.3%	5.8%	5.2%	4.5%	4.3%	4.5%
Hyundai-Kia	569	560	510	603	614	686	773	767
	3.7%	3.5%	3.4%	4.1%	4.4%	5.0%	6.2%	6.2%
Volvo	249	266	224	206	231	256	231	231
	1.6%	1.7%	1.5%	1.4%	1.7%	1.9%	1.8%	1.9%
Tata Group	128	141	114	90	100	97	128	139
	0.8%	0.9%	0.8%	0.6%	0.7%	0.7%	1.0%	1.1%
Other makes (including MG-Rover, Saab)	168	137	96	54	53	42	23	20
	1.1%	0.8%	0.6%	0.4%	0.4%	0.3%	0.2%	0.2%
TOTAL EU + SWITZERLAND + NORWAY	15,572	16,113	14,860	14,564	13,832	13,644	12,546	12,322
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Year-on-year change		1.2%	-7.8%	-2.0%	-5.0%	-1.4%	-8.0%	-1.8%

NEW LIGHT COMMERCIAL VEHICLE REGISTRATIONS IN THE EUROPEAN UNION, SWITZERLAND AND NORWAY BY GROUP ⁽¹⁾

In thousands of units and as a % of total registrations

	2005 ⁽²⁾	2007	2008	2009	2010	2011	2012	2013
PSA Peugeot Citroën	389	422	402	321	344	354	307	303
	18.1%	18.6%	19.7%	22.3%	21.9%	21.0%	20.8%	20.7%
Renault Group	331	332	299	223	266	279	240	233
	15.4%	14.6%	14.7%	15.4%	17.0%	16.5%	16.3%	15.9%
Fiat Group (including Chrysler)	284	335	314	220	233	246	197	195
	13.2%	14.8%	15.4%	15.3%	14.9%	14.5%	13.4%	13.3%
Ford Group	235	279	240	162	171	187	164	171
	10.9%	12.3%	11.8%	11.2%	10.9%	11.1%	11.1%	11.7%
General Motors	153	155	141	74	78	93	76	75
	7.1%	6.8%	6.9%	5.1%	5.0%	5.5%	5.2%	5.1%
Volkswagen Group	212	254	234	156	185	215	213	208
	9.9%	11.2%	11.5%	10.8%	11.8%	12.8%	14.4%	14.2%
Daimler	166	190	183	130	140	147	140	148
	7.7%	8.4%	9.0%	9.0%	8.9%	8.7%	9.5%	10.1%
Nissan	103	96	67	45	43	54	48	45
	4.8%	4.2%	3.3%	3.1%	2.7%	3.2%	3.3%	3.1%
Toyota-Lexus-Daihatsu	65	72	63	39	39	42	34	31
	3.0%	3.2%	3.1%	2.7%	2.5%	2.5%	2.3%	2.1%
Other Japanese makes	81	70	47	33	38	35	25	27
	3.8%	3.1%	2.3%	2.3%	2.4%	2.1%	1.7%	1.9%
Hyundai-Kia	52	17	12	7	6	5	4	3
	2.4%	0.7%	0.6%	0.5%	0.4%	0.3%	0.3%	0.2%
Other makes (including MG-Rover, Saab)	78	45	37	33	27	31	29	27
	3.6%	2.0%	1.8%	2.3%	1.7%	1.8%	1.9%	1.8%
TOTAL EU + SWITZERLAND + NORWAY	2,149	2,267	2,041	1,442	1,569	1,688	1,476	1,467
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Year-on-year change		6.4%	-10.0%	-29.3%	8.8%	7.6%	-12.6%	-0.6%

(1) For the scope of the new EU member states, see page 69. (2) Not including Bulgaria in 2005. In 2006, 135,500 light commercial vehicles, none of which were French makes, were reclassified as passenger cars in Spain.

Automobile manufacturers include the following makes: PSA Peugeot Citroën = Peugeot + Citroën. Renault Group = Renault + Dacia Fiat Group = Alfa Romeo + Fiat + Lancia + Ferrari + Maserati + Chrysler + Jeep + Dodge + others. Ford Group = Ford Europe + Ford USA + others. General Motors = Opel + Vauxhall + GM Daewoo + Chevrolet + Pontiac + others. Volkswagen Group = Volkswagen + Audi + Porsche + Seat + Skoda + Bentley + Lamborghini + Bugatti. Daimler = Mercedes + Smart + others. BMW Group = BMW + Mini + Rolls-Royce. Japanese makes: Mazda, Mitsubishi, Nissan, Subaru, Suzuki, Toyota, etc. Korean makes: Hyundai-Kia and Ssangyong.

NEW PASSENGER CAR REGISTRATIONS IN THE EUROPEAN UNION, SWITZERLAND AND NORWAY BY GROUP BY COUNTRY IN 2013 (CF. NOTE PAGE 66)

In thousands of units and as a % of total registrations

	TOTAL	PSA Peugeot Citroën	Citroën	Peugeot	Renault Group	Fiat Group (including Chrysler)	Volkswagen Group	Ford Group	General Motors	BMW/ Mini	Daimler	Japanese makes	South Korean makes
Germany	2,952	103	48	55	145	82	1,159	198	233	269	305	254	158
	100%	3.5%	1.6%	1.9%	4.9%	2.8%	39.2%	6.7%	7.9%	9.1%	10.3%	8.6%	5.3%
Austria	319	18	8	10	24	14	115	20	23	19	12	38	31
	100%	5.6%	2.4%	3.2%	7.6%	4.5%	35.9%	6.2%	7.3%	5.8%	3.9%	11.9%	9.6%
Belgium	486	73	34	39	62	20	103	26	38	37	25	50	32
	100%	15.0%	7.0%	8.0%	12.7%	4.2%	21.2%	5.3%	7.9%	7.5%	5.2%	10.4%	6.6%
Denmark	182	27	12	14	12	6	49	15	11	4	4	31	19
	100%	14.6%	6.9%	7.8%	6.8%	3.4%	26.9%	8.4%	6.3%	2.4%	2.4%	17.2%	10.5%
Spain	723	104	47	57	79	27	174	47	67	34	26	94	54
	100%	14.4%	6.5%	7.9%	11.0%	3.7%	24.1%	6.6%	9.3%	4.7%	3.6%	13.0%	7.4%
Finland	103	5	2	3	2	2	28	8	5	5	5	26	10
	100%	5.0%	2.4%	2.6%	1.8%	2.0%	27.5%	7.6%	5.0%	4.9%	5.0%	24.7%	9.3%
France	1,790	528	238	290	427	62	245	76	81	66	52	173	59
	100%	29.5%	13.3%	16.2%	23.9%	3.5%	13.7%	4.3%	4.5%	3.7%	2.9%	9.7%	3.3%
Greece	59	5	3	1	2	5	13	3	6	2	2	14	5
	100%	8.1%	5.7%	2.4%	2.6%	8.8%	22.7%	4.8%	10.7%	4.2%	3.9%	23.2%	8.4%
Ireland	74	3	1	2	5	0	20	8	5	4	1	17	9
	100%	4.6%	1.6%	3.0%	6.2%	0.7%	27.3%	10.2%	6.6%	5.4%	2.0%	22.5%	12.5%
Italy	1,305	121	58	63	93	375	176	87	97	60	66	132	69
	100%	9.2%	4.4%	4.8%	7.1%	28.8%	13.5%	6.7%	7.4%	4.6%	5.1%	10.1%	5.3%
Luxembourg	47	5	2	2	5	2	13	2	2	5	4	4	2
	100%	10.2%	5.0%	5.2%	11.2%	4.8%	28.0%	4.6%	5.3%	11.0%	7.6%	8.5%	4.5%
Netherlands	417	50	19	30	40	17	90	32	26	22	11	66	35
	100%	11.9%	4.7%	7.3%	9.6%	4.2%	21.6%	7.6%	6.2%	5.4%	2.7%	15.9%	8.3%
Portugal	106	15	5	9	14	7	22	4	9	9	9	13	3
	100%	13.7%	4.9%	8.8%	13.3%	6.2%	20.7%	4.2%	8.6%	8.4%	8.1%	12.1%	2.4%
United Kingdom	2,265	184	78	105	64	73	457	311	271	188	115	347	150
	100%	8.1%	3.5%	4.7%	2.8%	3.2%	20.2%	13.7%	12.0%	8.3%	5.1%	15.3%	6.6%
Sweden	270	12	5	7	11	6	72	11	8	18	9	42	25
	100%	4.5%	1.8%	2.7%	4.2%	2.4%	26.7%	4.0%	2.9%	6.5%	3.4%	15.5%	9.4%
Europe (15 countries)	11,097	1,251	563	688	985	700	2,737	848	884	742	647	1,300	660
	100%	11.3%	5.1%	6.2%	8.9%	6.3%	24.7%	7.6%	8.0%	6.7%	5.8%	11.7%	6.0%
Norway	142	8	2	5	1	1	34	10	4	8	6	47	9
	100%	5.4%	1.7%	3.7%	0.8%	0.6%	23.8%	7.0%	2.9%	5.5%	4.3%	32.8%	6.5%
Switzerland	306	23	11	12	19	15	91	15	18	25	18	54	15
	100%	7.4%	3.6%	3.8%	6.1%	5.0%	29.8%	4.8%	6.0%	8.1%	6.0%	17.7%	4.8%
Europe (17 countries)	11,545	1,282	576	706	1,005	716	2,862	873	906	775	672	1,401	684
	100%	11.1%	5.0%	6.1%	8.7%	6.2%	24.8%	7.6%	7.9%	6.7%	5.8%	12.1%	5.9%
Bulgaria	21	2	1	1	3	0	5	1	2	1	1	4	2
	100%	8.9%	3.0%	5.9%	16.1%	0.9%	21.4%	4.1%	7.1%	4.5%	2.5%	20.4%	10.3%
Croatia	28	4	2	2	2	0	8	1	4	1	1	3	4
	100%	13.4%	6.0%	7.4%	8.9%	1.2%	28.6%	4.3%	13.3%	2.9%	1.8%	12.0%	12.6%
Estonia	20	2	1	1	2	0	4	1	1	0	0	7	2
	100%	8.8%	3.3%	5.6%	10.4%	1.7%	20.9%	3.0%	4.3%	1.5%	1.7%	35.8%	9.6%
Hungary	56	4	2	2	6	2	13	6	7	2	1	12	3
	100%	6.6%	3.0%	3.6%	10.4%	3.5%	23.8%	9.9%	12.1%	2.7%	2.6%	20.9%	5.6%
Latvia	11	1	0	1	0	0	3	1	0	0	0	3	1
	100%	8.5%	2.8%	5.7%	4.7%	3.2%	26.8%	5.4%	4.5%	3.5%	2.6%	26.5%	9.7%
Lithuania	12	0	0	0	1	1	4	0	0	1	0	3	1
	100%	2.5%	1.1%	1.3%	6.1%	10.4%	30.1%	3.6%	2.9%	4.6%	1.8%	26.2%	8.9%
Poland	289	22	9	13	25	12	70	19	29	7	6	58	35
	100%	7.5%	3.0%	4.5%	8.8%	4.2%	24.3%	6.7%	10.0%	2.4%	2.0%	20.1%	12.0%
Czech Republic	165	13	6	7	12	3	73	9	6	4	3	15	23
	100%	8.0%	3.6%	4.4%	7.1%	2.1%	44.2%	5.7%	3.8%	2.5%	2.0%	9.1%	13.7%
Romania	58	2	0	1	21	2	13	4	4	2	2	6	3
	100%	2.6%	0.5%	2.1%	35.7%	2.9%	22.9%	6.3%	6.2%	3.2%	3.4%	9.5%	5.4%
Slovakia	66	7	3	4	5	1	22	2	4	2	2	9	10
	100%	11.2%	4.8%	6.5%	7.5%	1.9%	33.6%	3.3%	6.6%	2.7%	3.1%	13.3%	15.6%
Slovenia	52	7	3	4	10	2	13	3	5	2	1	4	5
	100%	13.6%	6.4%	7.1%	18.9%	3.9%	26.1%	5.1%	8.9%	3.1%	1.6%	8.3%	10.3%
11 new EU member states	777	63	27	36	87	25	228	46	61	21	17	124	89
	100%	8.1%	3.4%	4.7%	11.3%	3.2%	29.4%	6.0%	7.9%	2.7%	2.2%	16.0%	11.4%
Europe (28 countries)	12,322	1,345	603	742	1,092	741	3,090	919	968	795	689	1,525	773
	100%	10.9%	4.9%	6.0%	8.9%	6.0%	25.1%	7.5%	7.9%	6.5%	5.6%	12.4%	6.3%

REGISTRATIONS

NEW PASSENGER CAR REGISTRATIONS BY GROUP IN WESTERN EUROPE

The special French Temporary Transit series was included in the new passenger car registrations as of 2004.

In thousands of units and as a % of total registrations

	1985	1990	2000	2009 ⁽¹⁾	2010	2011	2012	2013
PSA Peugeot Citroën	1,225	1,719	1,930	1,818	1,776	1,620	1,407	1,282
	11.5%	12.7%	13.1%	13.3%	13.7%	12.7%	12.0%	11.1%
Renault Group	1,135	1,315	1,559	1,237	1,305	1,195	967	1,005
	10.7%	9.7%	10.6%	9.1%	10.1%	9.3%	8.2%	8.7%
Fiat Chrysler Automobiles	1,488	1,890	1,575	1,252	1,035	916	770	716
	14.0%	14.0%	10.7%	9.2%	8.0%	7.2%	6.5%	6.2%
Ford Group	1,266	1,540	1,248	1,229	1,063	1,033	901	873
	11.9%	11.4%	8.5%	9.0%	8.2%	8.1%	7.7%	7.6%
General Motors	1,201	1,560	1,720	1,188	1,119	1,099	944	906
	11.3%	11.5%	11.7%	8.7%	8.6%	8.6%	8.0%	7.9%
Volkswagen Group	1,573	2,138	2,776	2,887	2,757	2,979	2,887	2,862
	14.8%	15.8%	18.8%	21.1%	21.3%	23.3%	24.5%	24.8%
Daimler	394	438	811	671	662	659	653	672
	3.7%	3.2%	5.5%	4.9%	5.1%	5.1%	5.6%	5.8%
BMW Group	290	364	499	695	735	792	780	775
	2.7%	2.7%	3.4%	5.1%	5.7%	6.2%	6.6%	6.7%
Nissan	306	395	392	349	384	436	408	400
	2.9%	2.9%	2.7%	2.6%	3.0%	3.4%	3.5%	3.5%
Toyota-Lexus-Daihatsu	303	406	576	715	582	531	507	497
	2.9%	3.0%	3.9%	5.2%	4.5%	4.2%	4.3%	4.3%
Other Japanese makes	534	789	701	769	651	563	487	504
	5.0%	5.8%	4.8%	5.6%	5.0%	4.4%	4.1%	4.4%
Hyundai-Kia	7	18	303	520	539	604	687	679
	0.1%	0.1%	2.1%	3.8%	4.2%	4.7%	5.8%	5.9%
Volvo	255	235	230	196	222	245	222	221
	2.4%	1.7%	1.6%	1.4%	1.7%	1.9%	1.9%	1.9%
Tata Group	21	44	112	87	97	94	124	135
	0.2%	0.3%	0.8%	0.6%	0.7%	0.7%	1.1%	1.2%
Other makes (including MG-Rover, Saab)	612	666	304	51	47	37	19	18
	5.8%	4.9%	2.1%	0.4%	0.4%	0.3%	0.2%	0.2%
TOTAL EUROPE (17 COUNTRIES)	10,611	13,517	14,738	13,664	12,975	12,802	11,763	11,545
	100%	100%	100%	100%	100%	100%	100%	100%
Year-on-year change		0.9%	-2.1%	0.5%	-5.0%	-1.3%	-8.1%	-1.9%

(1) In 2006, 135,500 light commercial vehicles, none of which were French makes, were reclassified as passenger cars in Spain. The scope of the groups corresponds to their situation on 01/01/2015 (see page 66).

NEW LIGHT COMMERCIAL VEHICLE REGISTRATIONS BY GROUP IN WESTERN EUROPE

In thousands of units and as a % of total registrations

	1985	1990	2000	2009 (1)	2010	2011	2012	2013
PSA Peugeot Citroën	186	251	349	299	326	330	286	281
	16.9%	16.5%	18.1%	22.5%	22.1%	20.9%	20.8%	20.6%
Renault Group	175	278	272	208	251	261	224	215
	15.8%	18.3%	14.1%	15.6%	17.0%	16.5%	16.3%	15.8%
Fiat Chrysler Automobiles	115	163	275	200	214	225	178	174
	10.4%	10.7%	14.2%	15.1%	14.5%	14.3%	12.9%	12.8%
Ford Group	123	195	180	151	161	176	154	161
	11.1%	12.9%	9.3%	11.4%	10.9%	11.1%	11.2%	11.8%
General Motors	55	81	92	70	75	89	73	72
	5.0%	5.3%	4.8%	5.3%	5.1%	5.6%	5.3%	5.3%
Volkswagen Group	113	134	202	136	170	200	197	194
	10.2%	8.9%	10.5%	10.2%	11.6%	12.7%	14.3%	14.2%
Daimler	64	74	178	121	133	141	133	140
	5.8%	4.9%	9.2%	9.1%	9.0%	8.9%	9.7%	10.3%
Nissan	61	105	100	41	41	51	46	43
	5.5%	6.9%	5.2%	3.1%	2.8%	3.2%	3.3%	3.2%
Toyota-Lexus-Daihatsu	66	81	69	35	37	40	31	28
	6.0%	5.3%	3.6%	2.7%	2.5%	2.5%	2.3%	2.1%
Other Japanese makes	67	69	102	31	36	33	23	25
	6.0%	4.6%	5.3%	2.3%	2.4%	2.1%	1.7%	1.9%
Hyundai-Kia	1	0	44	5	5	5	3	3
	0.1%	0.0%	2.3%	0.4%	0.4%	0.3%	0.3%	0.2%
Other makes	78	85	69	31	26	30	28	26
	7.1%	5.6%	3.6%	2.3%	1.8%	1.9%	2.0%	1.9%
TOTAL EUROPE (17 COUNTRIES)	1,104	1,516	1,931	1,327	1,475	1,580	1,376	1,364
	100%	100%	100%	100%	100%	100%	100%	100%
Year-on-year change		-2.6%	5.6%	-27.6%	11.1%	7.1%	-12.9%	-0.8%

NEW PASSENGER CAR REGISTRATIONS IN NEW EU MEMBER STATES ⁽¹⁾

In thousands of units and as a % of total registrations

	2005 ⁽²⁾	2007	2008	2009	2010	2011	2012	2013
PSA Peugeot Citroën	99	119	110	75	73	69	64	63
	9.5%	9.2%	8.6%	8.3%	8.5%	8.2%	8.2%	8.1%
Renault Group	193	197	172	116	112	108	90	87
	18.7%	15.3%	13.6%	12.8%	13.0%	12.9%	11.5%	11.3%
Fiat Group (including Chrysler)	50	66	71	59	45	34	30	25
	4.8%	5.1%	5.6%	6.6%	5.3%	4.0%	3.9%	3.2%
Ford Group	59	86	91	71	65	59	48	46
	5.7%	6.6%	7.2%	7.9%	7.5%	7.0%	6.2%	6.0%
General Motors	132	155	139	76	76	74	67	61
	12.7%	12.0%	11.0%	8.4%	8.9%	8.8%	8.5%	7.9%
Volkswagen Group	257	303	297	220	226	238	227	228
	24.8%	23.4%	23.5%	24.5%	26.4%	28.2%	28.9%	29.4%
Daimler	11	19	21	14	13	14	14	17
	1.1%	1.5%	1.6%	1.5%	1.6%	1.7%	1.8%	2.2%
BMW Group	11	18	20	14	17	20	21	21
	1.0%	1.4%	1.5%	1.6%	2.0%	2.4%	2.7%	2.7%
Nissan	19	23	25	21	23	28	28	24
	1.8%	1.7%	1.9%	2.3%	2.6%	3.3%	3.6%	3.1%
Toyota-Lexus-Daihatsu	60	90	86	56	47	41	41	47
	5.8%	7.0%	6.8%	6.2%	5.5%	4.8%	5.2%	6.0%
Other Japanese makes	91	121	128	81	67	56	50	53
	8.7%	9.4%	10.1%	9.0%	7.9%	6.6%	6.4%	6.9%
Hyundai-Kia	39	72	88	83	75	81	86	89
	3.8%	5.6%	6.9%	9.2%	8.7%	9.7%	10.9%	11.4%
Volvo	7	11	11	10	9	10	9	9
	0.6%	0.9%	0.8%	1.1%	1.1%	1.2%	1.2%	1.2%
Tata Group	2	4	4	3	3	3	3	4
	0.2%	0.3%	0.3%	0.3%	0.3%	0.4%	0.4%	0.5%
Other makes (including MG-Rover, Saab)	7	8	5	3	6	5	5	1
	0.7%	0.6%	0.4%	0.3%	0.7%	0.6%	0.6%	0.2%
TOTAL NEW EU MEMBER STATES	1,035	1,292	1,267	900	857	841	783	777
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Year-on-year change		13.9%	-2.0%	-29.0%	-4.8%	-1.8%	-6.9%	-0.8%

NEW LIGHT COMMERCIAL VEHICLE REGISTRATIONS IN NEW EU MEMBER STATES ⁽¹⁾

In thousands of units and as a % of total registrations

	2005 ⁽²⁾	2007	2008	2009	2010	2011	2012	2013
PSA Peugeot Citroën	20	34	37	22	18	25	20	22
	13.6%	17.4%	17.8%	19.0%	19.5%	22.9%	20.0%	21.2%
Renault Group	35	29	32	15	15	18	16	18
	24.4%	14.8%	15.2%	13.2%	16.3%	16.2%	16.3%	17.1%
Fiat Group (including Chrysler)	21	33	35	20	19	21	20	21
	14.7%	16.6%	16.7%	17.1%	19.8%	19.0%	19.6%	20.1%
Ford Group	14	21	21	11	10	11	10	10
	9.8%	10.6%	10.3%	9.7%	10.1%	10.2%	10.1%	10.2%
General Motors	8	8	9	4	3	4	3	3
	5.2%	3.9%	4.2%	3.1%	3.2%	3.6%	3.3%	3.4%
Volkswagen Group	21	31	35	20	14	15	16	14
	14.7%	15.7%	16.6%	17.5%	14.9%	13.7%	15.5%	13.6%
Daimler	10	14	16	9	7	6	7	7
	6.8%	7.2%	7.5%	8.1%	7.9%	5.9%	7.1%	7.2%
Nissan	2	7	6	4	2	3	2	2
	1.4%	3.4%	2.8%	3.9%	2.5%	2.9%	2.2%	1.9%
Toyota-Lexus-Daihatsu	2	7	7	4	2	3	3	3
	1.6%	3.3%	3.2%	3.1%	2.2%	2.5%	3.0%	2.8%
Other Japanese makes	3	6	5	2	2	3	2	2
	2.3%	3.1%	2.5%	1.9%	2.1%	2.4%	1.7%	1.7%
Hyundai-Kia	5	4	4	2	1	0	0	0
	3.2%	2.1%	1.7%	1.5%	0.7%	0.3%	0.2%	0.1%
Other makes (including MG-Rover, Saab)	4	4	3	2	1	1	1	1
	2.5%	1.9%	1.5%	1.9%	0.8%	0.5%	1.0%	0.8%
TOTAL NEW EU MEMBER STATES	145	198	208	115	95	108	100	103
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Year-on-year change		18.9%	5.0%	-44.7%	-17.5%	14.2%	-7.3%	2.5%

(1) New EU member states not including Cyprus and Malta, including Croatia. (2) Not including Bulgaria in 2005.
The scope of the groups corresponds to their situation on 01/01/2014 (see page 66).

REGISTRATIONS

NEW PASSENGER CAR REGISTRATIONS BY COUNTRY IN WESTERN EUROPE

In units

	1980	1990	2000	2009	2010	2011	2012	2013
Germany	2,426,187	3,349,788	3,378,343	3,807,175	2,916,259	3,173,634	3,082,504	2,952,431
Austria	227,548	288,618	309,427	319,403	328,563	356,145	336,010	319,035
Belgium	399,240	473,506	515,204	476,194	547,340	572,211	486,737	486,065
Denmark	73,774	80,654	112,688	112,199	153,583	169,744	170,587	181,896
Spain ⁽¹⁾	504,051	988,270	1,381,515	952,772	982,015	808,051	699,589	722,689
Finland	103,167	139,095	134,646	88,344	107,346	121,171	111,147	103,314
France	1,873,202	2,309,130	2,133,884	2,302,398	2,251,669	2,204,229	1,898,760	1,790,456
Greece	35,700	115,480	290,222	219,730	141,501	97,680	58,479	58,696
Ireland	93,563	82,584	230,989	57,455	88,445	89,927	79,494	74,364
Italy	1,717,432	2,307,055	2,415,600	2,159,436	1,961,578	1,749,085	1,403,024	1,304,573
Luxembourg	21,500	38,422	41,896	47,265	49,726	49,881	50,398	46,624
Norway	95,550	61,901	97,376	98,675	127,754	138,345	137,967	142,151
Netherlands	450,076	502,732	597,640	387,155	482,527	555,812	502,455	416,733
Portugal	58,357	210,924	257,834	161,013	223,464	153,404	95,309	105,921
United Kingdom	1,513,761	2,008,934	2,221,670	1,994,999	2,030,846	1,941,253	2,044,609	2,264,737
Sweden	192,588	229,941	290,529	213,408	289,684	304,984	279,899	269,558
Switzerland	279,764	329,899	316,519	266,049	292,453	316,846	325,948	305,928
European Union ⁽²⁾	8,568,735	12,467,479	14,312,087	13,298,946	12,554,546	12,347,211	11,299,001	11,097,092
EUROPE (17 COUNTRIES)	10,065,460	13,516,933	14,725,982	13,663,670	12,974,753	12,802,402	11,762,916	11,545,171

(1) In 2006, 135,500 light commercial vehicles were reclassified as passenger cars in Spain. (2) European Union: nine countries in 1980, 10 in 1985, 12 from 1990 to 1994, 15 from 1995.

NEW DIESEL PASSENGER CAR REGISTRATIONS BY COUNTRY IN WESTERN EUROPE

In units and as a % of total registrations

	1980	1990	2000	2009	2010	2011	2012	2013
Germany	193,841	327,046	1,023,997	1,167,447	1,220,675	1,493,614	1,482,980	1,400,556
	8.0%	9.8%	30.3%	30.7%	41.9%	47.1%	48.1%	47.4%
Austria	7,425	74,197	191,402	146,949	167,106	194,519	189,496	180,847
	3.3%	25.7%	61.9%	46.0%	50.9%	54.6%	56.4%	56.7%
Belgium	54,897	154,804	290,301	358,400	415,728	431,059	334,305	314,844
	13.8%	32.7%	56.3%	75.3%	76.0%	75.3%	68.7%	64.8%
Denmark	2,352	3,305	14,898	50,729	72,670	81,415	68,215	58,119
	3.2%	4.1%	13.2%	45.2%	47.3%	48.0%	40.0%	32.0%
Spain ⁽¹⁾	-	140,740	734,256	668,022	693,905	568,246	482,049	479,318
	-	14.2%	53.1%	70.1%	70.7%	70.3%	68.9%	66.3%
Finland	-	7,215	-	40,852	44,574	50,905	42,846	38,372
	-	5.2%	-	46.2%	41.5%	42.0%	38.5%	37.1%
France	186,050	762,054	1,046,485	1,628,495	1,593,173	1,596,155	1,384,544	1,199,729
	9.9%	33.0%	49.0%	70.7%	70.8%	72.4%	72.9%	67.0%
Greece	-	60	2,006	7,237	5,661	9,722	23,384	33,993
	-	0.1%	0.7%	3.3%	4.0%	10.0%	40.0%	57.9%
Ireland	-	12,413	23,259	29,953	55,016	62,911	58,089	53,838
	-	15.0%	10.1%	52.1%	62.2%	70.0%	73.1%	72.4%
Italy	138,562	179,779	812,203	904,275	901,310	965,301	745,257	703,122
	8.1%	7.8%	33.6%	41.9%	45.9%	55.2%	53.1%	53.9%
Luxembourg	-	8,206	21,110	34,480	37,403	38,194	38,348	34,230
	-	21.4%	50.4%	73.0%	75.2%	76.6%	76.1%	73.4%
Norway	-	1,581	8,761	71,752	95,733	104,665	88,530	74,693
	-	2.6%	9.0%	72.7%	74.9%	75.7%	64.2%	52.5%
Netherlands	30,450	54,738	134,426	77,674	98,477	156,508	142,697	103,518
	6.8%	10.9%	22.5%	20.1%	20.4%	28.2%	28.4%	24.8%
Portugal	-	10,426	62,417	107,178	149,046	106,811	67,239	76,575
	-	4.9%	24.2%	66.6%	66.7%	69.6%	70.5%	72.3%
United Kingdom	5,850	128,160	313,149	832,590	936,448	981,516	1,038,770	1,127,758
	0.4%	6.4%	14.1%	41.7%	46.1%	50.6%	50.8%	49.8%
Sweden	-	1,335	18,325	87,518	147,802	187,605	186,970	165,717
	-	0.6%	6.3%	41.0%	51.0%	61.5%	66.8%	61.5%
Switzerland	-	9,998	29,466	78,307	88,760	104,227	120,421	113,255
	-	3.0%	9.3%	29.4%	30.4%	32.9%	36.9%	37.0%
EUROPE (17 COUNTRIES) ⁽¹⁾	619,427	1,866,021	4,726,461	6,291,858	6,723,487	7,133,373	6,494,140	6,158,484
% diesel in Europe	7.1%	13.9%	32.1%	46.0%	51.8%	55.7%	55.2%	53.3%
Year-on-year change	-	+0.7%	+10.7%	-12.3%	+6.9%	+6.1%	-9.0%	-5.2%

(1) In 2006, 135,500 light commercial vehicles were reclassified as passenger cars in Spain.

NEW HYBRID OR ELECTRIC PASSENGER CARS REGISTRATIONS IN WESTERN EUROPE

In units and as a % of total registrations

	Engine	2005	2007	2008	2009	2010	2011	2012	2013
Germany	electric	0	0	0	14	160	1,731	2,410	5,753
		0.0%	0.0%	0.0%	0.0%	0.0%	0.1%	0.1%	0.2%
	hybrid	3,559	7,497	6,126	8,000	10,174	11,788	20,718	25,371
Austria		0.1%	0.2%	0.2%	0.2%	0.3%	0.4%	0.7%	0.9%
	electric	0	0	2	39	112	631	426	654
		0.0%	0.0%	0.0%	0.0%	0.0%	0.2%	0.1%	0.2%
Belgium	hybrid	460	766	665	1,055	1,248	1,310	2,174	2,595
		0.1%	0.3%	0.2%	0.3%	0.4%	0.4%	0.6%	0.8%
	electric	0	0	0	0	47	263	562	500
Denmark		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.1%	0.1%
	hybrid	471	1,308	1,877	1,839	4,073	6,676	5,875	6,283
		0.1%	0.2%	0.4%	0.4%	0.7%	1.2%	1.2%	1.3%
Spain	electric	2	2	5	78	50	460	527	533
		0.0%	0.0%	0.0%	0.1%	0.0%	0.3%	0.3%	0.3%
	hybrid	5	14	48	58	148	263	431	1,099
France		0.0%	0.0%	0.0%	0.1%	0.1%	0.2%	0.3%	0.6%
	electric	0	0	0	1	69	367	439	811
		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.1%	0.1%
Italy	hybrid	908	2,951	4,277	4,582	6,253	10,061	10,073	10,083
		0.1%	0.2%	0.4%	0.5%	0.6%	1.2%	1.4%	1.4%
	electric	6	6	4	12	184	2,630	5,663	8,779
Norway		0.0%	0.0%	0.0%	0.0%	0.0%	0.1%	0.3%	0.5%
	hybrid	2,857	7,178	8,468	9,876	9,655	13,635	27,889	46,745
		0.1%	0.3%	0.4%	0.4%	0.4%	0.6%	1.5%	2.6%
Netherlands	electric	28	23	120	60	112	306	519	834
		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.1%
	hybrid	1,132	3,372	2,796	7,311	4,841	5,161	6,833	15,152
United Kingdom		0.1%	0.1%	0.1%	0.3%	0.2%	0.3%	0.5%	1.2%
	electric	7	5	177	117	355	1,996	3,950	7,882
		0.0%	0.0%	0.2%	0.1%	0.3%	1.4%	2.9%	5.5%
Sweden	hybrid	337	1,349	1,762	1,973	3,144	3,645	6,116	9,826
		0.3%	1.0%	1.6%	2.0%	2.5%	2.6%	4.4%	6.9%
	electric	0	0	2	22	96	846	827	2,617
Switzerland		0.0%	0.0%	0.0%	0.0%	0.0%	0.2%	0.2%	0.6%
	hybrid	2,940	3,678	11,814	16,275	16,099	14,868	25,614	43,661
		0.6%	0.7%	2.4%	4.2%	3.3%	2.7%	5.1%	10.5%
Western Europe (including the countries not shown)	electric	0	397	179	55	167	1,098	1,262	2,512
		0.0%	0.0%	0.0%	0.0%	0.0%	0.1%	0.1%	0.1%
	hybrid	5,766	15,972	15,385	14,645	22,148	23,398	25,892	30,203
Germany		0.2%	0.7%	0.7%	0.7%	1.1%	1.2%	1.3%	1.3%
	electric	1	0	0	21	9	181	268	435
		0.0%	0.0%	0.0%	0.0%	0.0%	0.1%	0.1%	0.2%
Austria	hybrid	1,947	3,391	4,153	3,058	3,628	2,909	3,539	5,823
		0.7%	1.1%	1.6%	1.4%	1.3%	1.0%	1.3%	2.2%
	electric	13	19	21	53	199	446	523	1,177
Belgium		0.0%	0.0%	0.0%	0.0%	0.1%	0.1%	0.2%	0.4%
	hybrid	1,413	3,239	3,118	3,905	4,210	5,358	6,945	7,224
		0.5%	1.1%	1.1%	1.5%	1.4%	1.7%	2.1%	2.4%
Denmark	electric	57	452	515	475	1,611	11,263	17,707	32,909
		0.0%	0.0%	0.0%	0.0%	0.0%	0.1%	0.2%	0.3%
	hybrid	23,210	55,055	66,711	76,525	90,198	102,979	146,287	208,934
Spain		0.2%	0.4%	0.5%	0.6%	0.7%	0.8%	1.2%	1.8%
	electric								

REGISTRATIONS

NEW LIGHT COMMERCIAL VEHICLE (UP TO 5 METRIC TONS) REGISTRATIONS BY COUNTRY

In units

	1980	1990	2000	2009	2010	2011	2012	2013
Germany	101,393	125,384	212,290	174,630	202,446	239,298	224,957	217,966
Austria	15,473	21,539	27,243	25,729	28,130	32,677	31,643	30,849
Belgium	30,609	52,490	54,090	54,315	56,006	65,027	57,899	56,734
Denmark	15,711	19,649	33,092	15,861	16,848	24,881	24,626	24,532
Spain ⁽¹⁾	88,042	229,821	299,246	107,491	116,770	104,698	77,088	85,855
Finland	12,574	27,507	15,056	9,554	11,550	15,165	12,298	11,194
France	277,887	393,795	414,966	373,986	417,612	429,254	384,050	367,331
Greece	45,124	29,480	23,008	14,917	10,935	6,459	3,780	3,534
Ireland	8,640	24,136	41,474	9,296	10,486	11,378	10,893	11,016
Italy	109,270	156,995	225,517	176,926	177,887	171,512	117,387	101,858
Luxembourg	1,014	1,863	3,083	3,103	3,291	3,666	3,485	3,325
Norway	11,395	20,582	31,627	24,521	30,422	37,030	33,416	32,293
Netherlands	33,498	53,080	96,570	51,555	49,863	58,970	56,693	50,756
Portugal	38,597	64,236	152,836	39,037	45,756	35,048	16,046	18,222
United Kingdom	212,042	247,728	245,163	194,727	231,539	266,923	247,936	278,957
Sweden	12,038	26,362	31,854	27,858	38,543	46,868	39,970	37,690
Switzerland	18,091	22,753	24,121	23,860	26,507	31,070	33,537	31,938
European Union ⁽²⁾	790,064	1,398,657	1,875,488	1,278,985	1,417,662	1,511,824	1,308,751	1,299,819
Europe (17 countries) ⁽¹⁾	1,031,398	1,517,400	1,931,236	1,327,366	1,474,591	1,579,924	1,375,704	1,364,050

(1) See notes on page 70.

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

In units

	1980	1990	2000	2009	2010	2011	2012	2013
Germany	59,061	73,770	96,830	62,518	75,014	90,902	82,020	82,233
Austria	5,642	7,222	8,508	4,691	5,138	7,257	6,474	7,320
Belgium	8,604	10,690	11,061	8,271	7,133	9,449	8,277	7,400
Denmark	3,179	3,539	4,597	3,175	2,682	3,560	3,654	4,233
Spain	23,208	30,432	33,700	11,675	13,215	15,790	12,539	12,900
Finland	4,497	4,218	3,072	2,572	2,368	2,794	2,749	3,076
France	41,846	50,028	57,918	35,533	34,221	47,363	43,378	43,265
Greece	1,178	497	1,633	1,578	1,081	459	166	317
Ireland	3,511	2,748	4,666	1,104	1,011	1,079	1,113	1,553
Italy		31,973	38,388	18,685	17,532	18,859	13,273	13,324
Luxembourg	690	1,136	1,451	898	803	1,274	1,011	966
Norway	3,056	2,106	3,564	3,429	3,126	3,933	4,695	4,688
Netherlands	13,346	14,804	16,835	11,692	9,390	12,551	11,896	13,057
Portugal	8,370	7,186	7,403	3,195	3,116	2,651	1,881	2,201
United Kingdom	57,489	45,794	51,864	28,539	27,988	37,925	38,995	49,796
Sweden	6,703	5,998	5,549	5,357	4,605	5,855	5,369	4,698
Switzerland	3,955	4,832	4,733	4,276	3,388	4,326	3,847	3,503
European Union ⁽²⁾	187,726	272,597	343,475	199,483	205,297	257,768	232,795	246,339
Europe (17 countries)	244,335	296,973	351,772	207,188	211,811	266,027	241,337	254,530

NEW COACH AND BUS (OVER 5 METRIC TONS) REGISTRATIONS BY COUNTRY

In units

	1980	1990	2000	2009	2010	2011	2012	2013
Germany	6,058	4,235	5,684	5,030	4,697	4,620	4,521	5,088
Austria	676	450	706	606	733	576	702	688
Belgium	585	580	974	845	909	669	576	626
Denmark	579	311	419	549	450	334	320	288
Spain	1,511	2,376	2,738	2,284	2,119	2,865	1,775	1,506
Finland	625	429	-	325	300	218	337	225
France	3,558	3,160	4,320	6,664	5,382	6,206	5,545	6,321
Greece		625	374	893	325	84	90	25
Ireland		24	121	166	47	75	232	163
Italy		3,825	4,152	2,779	3,931	3,200	2,200	2,401
Luxembourg	53	57	108	196	173	194	155	167
Norway	684	380	427	812	1,052	1,005	831	910
Netherlands	1,082	1,069	949	957	524	427	688	587
Portugal		482	806	515	418	259	179	155
United Kingdom	5,792	3,324	4,496	4,277	3,203	3,382	3,798	3,648
Sweden	943	863	1,071	890	1,302	1,359	1,202	1,080
Switzerland	371	580	491	539	476	606	440	534
European Union ⁽²⁾	17,707	20,068	26,918	26,976	24,513	24,468	22,320	22,968
Europe (17 countries)	22,517	22,770	27,836	28,327	26,041	26,079	23,591	24,412

(2) European Union: nine countries in 1980, 10 in 1985, 12 from 1990 to 1994, 15 from 1995.

NEW PASSENGER CAR REGISTRATIONS IN NEW EU MEMBER STATES

In units

	2000	2005	2008	2009	2010	2011	2012	2013
Bulgaria			43,758	21,478	15,646	18,631	19,773	21,074
Croatia	62,009	70,541	88,265	44,918	38,587	41,561	31,360	27,802
Estonia	10,600	19,640	24,579	9,946	10,295	17,070	19,424	19,694
Hungary	133,233	198,982	153,278	60,189	43,476	45,094	53,059	56,139
Latvia	7,300	16,602	19,831	5,367	6,365	10,980	10,665	10,636
Lithuania	6,158	10,467	22,217	7,515	7,970	13,234	12,165	12,163
Poland	478,752	235,522	320,040	320,206	333,490	297,937	270,895	288,998
Czech Republic	148,592	151,699	182,554	167,708	169,580	173,595	174,320	164,746
Romania	64,432	215,554	270,995	130,195	106,333	94,619	72,143	57,710
Slovakia	55,090	57,125	70,040	74,717	64,033	68,254	69,268	66,000
Slovenia	67,665	59,324	71,575	57,967	61,142	60,193	50,091	51,585
TOTAL new EU countries ⁽¹⁾	907,400	749,361	1,178,867	855,288	818,330	799,607	751,803	776,547

NEW LIGHT COMMERCIAL VEHICLE (UP TO 5 METRIC TONS) REGISTRATIONS IN THE NEW EU MEMBER COUNTRIES

In units

	2000	2005	2008	2009	2010	2011	2012	2013
Bulgaria			11,478	4,275	3,211	2,979	2,998	3,162
Croatia	3,360	7,671	9,279	4,777	2,845	3,653	3,658	5,309
Estonia	1,500	2,944	3,041	1,206	1,406	2,478	2,801	2,943
Hungary	26,686	20,479	21,559	10,619	9,337	11,564	11,058	11,573
Latvia	900	1,753	2,151	555	649	1,926	2,307	2,380
Lithuania	1,270	3,371	3,201	884	1,044	1,939	1,715	1,967
Poland	33,653	35,985	61,221	43,764	42,852	47,206	40,862	42,532
Czech Republic	14,786	16,024	20,648	13,258	11,318	13,149	11,669	11,768
Romania	14,789	35,842	40,876	15,397	10,404	11,791	12,269	10,046
Slovakia	5,812	14,428	26,907	15,722	6,953	5,717	5,135	5,094
Slovenia	6,274	6,897	7,331	4,452	4,744	5,791	5,820	6,072
TOTAL new EU countries ⁽¹⁾	90,900	101,881	198,413	110,132	91,918	104,540	96,634	102,846

NEW LIGHT VEHICLE REGISTRATIONS (PASSENGER CARS AND LIGHT COMMERCIAL VEHICLES) IN THE NEW EU MEMBER STATES

In units

	2000	2005	2008	2009	2010	2011	2012	2013
Bulgaria			55,236	25,753	18,857	21,610	22,771	24,236
Croatia	65,369	78,212	97,544	49,695	41,432	45,214	35,018	33,111
Estonia	12,100	22,584	27,620	11,152	11,701	19,548	22,225	22,637
Hungary	159,919	219,461	174,837	70,808	52,813	56,658	64,117	67,712
Latvia	8,200	18,355	21,982	5,922	7,014	12,906	12,972	13,016
Lithuania	7,428	13,838	25,418	8,399	9,014	15,173	13,880	14,130
Poland	512,405	271,507	381,261	363,970	376,342	345,143	311,757	331,530
Czech Republic	163,378	167,723	203,202	180,966	180,898	186,744	185,989	176,514
Romania	79,221	251,396	311,871	145,592	116,737	106,410	84,412	67,756
Slovakia	60,902	71,553	96,947	90,439	70,986	73,971	74,403	71,094
Slovenia	73,939	66,221	78,906	62,419	65,886	65,984	55,911	57,657
TOTAL new EU countries ⁽¹⁾	998,300	851,242	1,377,280	965,420	910,248	904,147	848,437	879,393

NEW HEAVY TRUCK, COACH AND BUS (OVER 5 METRIC TONS) REGISTRATIONS IN THE NEW EU MEMBER COUNTRIES

In units

	2000	2005	2008	2009	2010	2011	2012	2013
Bulgaria			3,400	800	1,000	1,300	800	1,300
Croatia	612	1,463	2,871	1,164	599	721	636	708
Estonia	400	927	1,380	337	502	798	848	1,034
Hungary	2,900	4,400	5,500	1,800	2,408	4,335	4,051	5,263
Latvia	1,000	1,284	2,103	322	520	1,406	1,525	1,323
Lithuania	1,000	2,297	3,467	519	1,355	2,756	2,789	3,456
Poland	7,464	11,079	19,971	8,172	11,611	16,800	16,461	19,748
Czech Republic	6,400	8,200	12,249	5,824	5,750	8,201	7,416	8,787
Romania	3,113	5,019	12,220	2,370	2,686	4,014	3,060	3,491
Slovakia	1,796	3,754	5,431	2,322	2,870	3,962	3,856	4,131
Slovenia	1,876	1,635	2,725	867	985	1,467	1,131	1,255
TOTAL new EU countries ⁽¹⁾	22,800	33,500	68,400	23,300	29,700	45,000	41,900	50,500

(1) New EU member states: eight countries in 2000; 10 countries between 2006 and 2012; 11 countries from 2013.

WORLD PRODUCTION OF FRENCH MANUFACTURERS

WORLD VEHICLE PRODUCTION BY MAKE

In units

	1980	1990	2000	2009	2010	2011	2012	2013
Citroën	536,415	783,224	1,168,470	1,302,881	1,452,847	1,437,065	1,243,983	1,261,890
Peugeot	734,461	1,369,359	1,708,968	1,739,430	2,152,331	2,144,894	1,667,424	1,552,416
Others	-	-	-	-	-	-	-	19,587
PSA Peugeot Citroën⁽¹⁾	1,647,221	2,152,583	2,877,438	3,042,311	3,605,178	3,581,959	2,911,407	2,833,893
Renault (including Trafic II)	1,659,099	1,571,264	2,356,616	1,796,624	2,099,027	2,254,331	2,150,993	2,128,489
Dacia	-	-	55,183	307,052	341,090	327,393	358,036	443,879
Renault Samsung Motors	-	-	14,517	192,333	276,169	243,365	155,872	132,307
Renault-Dacia-Samsung⁽²⁾	1,659,099	1,571,264	2,426,316	2,296,009	2,716,286	2,825,089	2,664,901	2,704,675
C.B.M.	105	-	-	-	-	-	-	-
Renault Trucks⁽³⁾	54,086	60,263	96,040	24,314	31,874	41,169	n/a	n/a
of which Mack Trucks	-	15,423	34,562	-	-	-	-	-
Etalmobil (Sovam)	113	75	44	9	0	0	0	0
Unic	17,809	-	-	-	-	-	-	-
Heuliez ⁽⁴⁾	-	231	391	-	-	-	-	-
Irisbus-Renault ⁽⁴⁾	-	-	2,547	-	-	-	-	-
TOTAL	3,378,433	3,784,416	5,402,776	5,362,643	6,353,338	6,448,217	5,576,308	5,538,568
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	2009	2010	2011	2012	2013
Citroën	49,034	93,259	192,238	138,864	180,462	193,224	162,053	169,728
Peugeot	127,428	81,439	186,917	140,941	210,252	227,231	195,652	198,577
Others	-	-	-	-	-	-	-	19,587
PSA Peugeot Citroën⁽¹⁾	200,979	174,698	379,155	279,805	390,714	420,455	357,705	387,892
Renault (including Trafic II)	166,760	254,334	312,801	235,223	302,706	364,584	342,043	336,152
Dacia	-	-	12,580	16,680	17,704	17,409	13,853	20,610
Renault-Dacia-Samsung⁽²⁾	166,760	254,334	325,381	251,903	320,410	381,993	355,896	356,762
C.B.M.	105	-	-	-	-	-	-	-
Renault Trucks⁽³⁾	54,086	60,263	96,040	24,314	31,874	41,169	n/a	n/a
of which Mack Trucks	-	15,423	34,562	-	-	-	-	-
Etalmobil (Sovam)	113	75	44	9	0	0	0	0
Unic	17,809	-	-	-	-	-	-	-
Heuliez ⁽⁴⁾	-	231	391	-	-	-	-	-
Irisbus-Renault ⁽⁴⁾	-	-	2,547	-	-	-	-	-
TOTAL	439,852	489,601	803,558	556,031	742,998	843,617	713,601	744,654
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. Since 2006, some Renault Trafic II vehicles have been classified as passenger cars.

(3) Between 1990 and 2000, Mack was integrated in Renault V.I.

In 2001, the heavy trucks activity of Renault was combined with that of AB Volvo. Renault V.I. was renamed Renault Trucks.

(4) On 1st January 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	2009	2010	2011	2012	2013
Foreign manufacturers								
Bugatti	-	-	-	38	40	-	-	-
Fiat	-	-	10,377	1,717	888	0	0	-
Heuliez-Opel	-	-	-	3,218	0	0	0	0
Lancia	-	-	2,265	1,996	1,561	0	0	-
Smart	-	-	101,365	115,469	97,373	103,560	105,321	102,565
Toyota	-	-	0	207,456	158,512	149,153	200,521	192,166
Passenger cars	-	-	114,007	329,894	258,374	252,713	305,842	294,731
Light commercial vehicles (Fiat)	-	-	39,428	17,837	19,450	19,786	15,148	-
Heavy trucks (Scania)	-	-	10,710	4,724	9,594	n/a	n/a	n/a
Irisbus-Heuliez	-	-	-	407	451	n/a	n/a	n/a
Irisbus	-	-	-	2,875	2,473	n/a	n/a	n/a
Evobus	-	-	535	742	551	n/a	n/a	n/a
Coaches and buses	-	-	535	4,024	3,475	n/a	n/a	n/a
Total foreign makes	-	-	164,680	356,479	290,893	287,819	n/a	n/a
FRENCH MANUFACTURERS								
Total French makes	-	-	3,183,290	1,691,214	1,938,528	2,007,070	1,646,775	1,445,489
FOREIGN AND FRENCH MANUFACTURERS								
TOTAL all vehicles	-	-	3,347,970	2,047,693	2,229,421	2,294,889	1,967,765	1,740,220

Source: CCFA.

PRODUCTION OF PASSENGER CARS BY MAKE*

	1980	1990	2000	2009	2010	2011	2012	2013
Citroën	536,366	689,965	976,232	1,164,017	1,272,385	1,243,841	1,081,930	1,092,162
Peugeot	607,033	1,287,920	1,522,051	1,598,489	1,942,079	1,917,663	1,471,772	1,353,839
PSA Peugeot Citroën ⁽¹⁾	1,446,242	1,977,885	2,498,283	2,762,506	3,214,464	3,161,504	2,553,702	2,446,001
Renault	1,492,339	1,316,930	2,043,815	1,561,446	1,796,321	1,889,747	1,808,950	1,792,337
Dacia	-	-	42,603	290,372	323,386	309,984	344,183	423,269
Renault Samsung Motors	-	-	14,517	192,288	276,169	243,365	155,872	132,307
Renault-Dacia-Samsung ⁽¹⁾	1,492,339	1,316,930	2,100,935	2,044,106	2,395,876	2,443,096	2,309,005	2,347,913
TOTAL	2,938,581	3,294,815	4,599,218	4,806,612	5,610,340	5,604,600	4,862,707	4,793,914
KD and CKD units	467,879	208,241	-	-	-	-	-	-
of which production in France	-	-	2,765,803	1,489,603	1,665,797	1,678,317	1,376,972	1,163,646
Citroën	-	-	504,323	404,049	468,398	516,994	455,925	353,685
Peugeot	-	-	1,094,756	657,226	722,214	716,461	584,997	496,762
PSA Peugeot Citroën ⁽¹⁾	-	-	1,599,079	1,061,275	1,190,612	1,233,455	1,040,922	850,447
Renault	-	-	1,166,724	428,328	475,185	444,862	336,050	313,199
Renault-Dacia-Samsung ⁽¹⁾	-	-	1,166,724	428,328	475,185	444,862	336,050	313,199

PASSENGER CAR PRODUCTION BY MODEL IN 2013*

Makes	Models	World production	Production in France	Production outside France
PSA Peugeot Citroën		2,446,001	850,447	1,595,554
Citroën		1,092,162	353,685	738,477
	C-ZERO	460		460
	C1	58,384		58,384
	C2	9,789		9,789
	C3	258,761	119,518	139,243
	DS3	68,168	68,168	
	C4	379,805	89,087	290,718
	DS4	29,278	29,278	
	C4 Aircross	11,785		11,785
	ZX	55,113		55,113
	C-ELYSEE	59,405		59,405
	C5	64,211	25,188	39,023
	DS5	22,643	19,776	2,867
	C8	2,670	2,670	
	NEMO	6,864		6,864
	BERLINGO	64,826		64,826
Peugeot		1,353,839	496,762	857,077
	ION	479		479
	107	57,232		57,232
	206	69,787		69,787
	207	54,818		54,818
	208	316,170	99,595	216,575
	2008	78,848	78,848	
	301	76,865		76,865
	307	16,741		16,741
	308	240,396	125,623	114,773
	RCZ	8,309		8,309
	3008	138,739	85,958	52,781
	5008	44,301	44,301	
	408	85,323		85,323
	4008	7,675		7,675
	508	86,762	59,711	27,051
	807	2,726	2,726	
	BIPPER	7,301		7,301
	PARTNER	61,367		61,367

Makes	Models	World production	Production in France	Production outside France
Renault-Dacia-Samsung		2,347,913	313,199	2,034,714
Renault		1,792,337	313,199	1,479,138
	TWINGO	79,261		79,261
	WIND	246		246
	CLIO	442,283	114,172	328,111
	CAPTUR	117,515		117,515
	ZOE	9,973	9,973	
	PULSE	4,517		4,517
	LOGAN	149,448		149,448
	SANDERO	251,378		251,378
	DUSTER	271,794		271,794
	MEGANE	257,905	115,428	142,477
	FLUENCE	101,571		101,571
	SCALA	6,585		6,585
	LAGUNA	17,851	17,851	
	KOLEOS	223		223
	SPACE	7,474	7,474	
	KANGOO	55,720	45,326	10,394
	TRAFIC	15,379		15,379
	MASTER	2,952	2,952	
	OTHERS	262	23	239
Dacia		423,269		423,269
	LOGAN	109,447		109,447
	SANDERO	123,790		123,790
	DUSTER	119,702		119,702
	DOKKER	36,144		36,144
	LODGY	34,186		34,186
Renault Samsung Motors		155,872		155,872
	SM3/FLUENCE	39,835		39,835
	SM5/LATITUDE	37,202		37,202
	QMS (KOLEOS)	51,508		51,508
	SM7	3,762		3,762
TOTAL		4,793,914	1,163,646	3,630,268

NB: Renault also produced 2,288 Twizys at its Valladolid plant (Spain).
Source: CCFA.

*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. Since 2012, only the invoicing data has been available for Renault Trucks.

WORLD PRODUCTION OF FRENCH MANUFACTURERS

LIGHT COMMERCIAL VEHICLE (UP TO 5 METRIC TONS) PRODUCTION BY MAKE

In units

	1980	1990	2000	2009	2010	2011	2012	2013
Citroën	49,034	93,259	192,238	138,864	180,462	193,224	162,053	169,728
Peugeot	127,428	81,439	186,917	140,941	210,252	227,231	195,652	198,577
Others	-	-	-	-	-	-	-	19,587
PSA Peugeot Citroën⁽¹⁾	200,979	174,698	379,155	279,805	390,714	420,455	357,705	387,892
Renault (including Trafic II ⁽²⁾)	166,760	254,334	312,801	235,223	302,706	364,584	342,043	336,152
Dacia	-	-	12,580	16,680	17,704	17,409	13,853	20,610
Renault-Dacia-Samsung⁽¹⁾	166,760	254,334	325,381	251,903	320,410	381,993	355,896	356,762
Renault Trucks ⁽¹⁾	11,632	7,464	8,321	3,405	0	0	0	0
Others	86	71	42	5	0	0	0	0
TOTAL	379,457	436,567	712,899	535,118	711,124	802,448	713,601	744,654
<i>KD and CKD units</i>	68,587	79,271	-	-	-	-	-	-
of which production in France	-	-	370,538	181,010	243,029	292,112	269,803	281,843
Citroën	-	-	53,561	33,037	42,882	48,540	38,684	38,793
Peugeot	-	-	67,629	26,348	38,514	42,115	34,598	30,656
Others	-	-	-	-	-	-	-	19,587
PSA Peugeot Citroën⁽¹⁾	-	-	121,190	59,385	81,396	90,655	73,282	89,036
Renault	-	-	240,985	118,215	161,633	201,457	196,521	192,807
Renault-Dacia-Samsung⁽¹⁾	-	-	240,985	118,215	161,633	201,457	196,521	192,807
Renault Trucks ⁽¹⁾	-	-	8,321	3,405	0	0	0	0
Others	-	-	42	5	0	0	0	0

(1) See notes on page 74.

(2) As of 2006, some Renault Trafic II vehicles are classified as passenger cars.

LIGHT COMMERCIAL VEHICLE PRODUCTION BY MODEL IN 2013

In units

Makes	Models	World production	Production in France	Production outside France
PSA Peugeot Citroën		387,892	89,036	298,856
Citroën		169,728	38,793	130,935
	C1	84		84
	C3	10,010	10,010	
	C4	3,496	3,496	
	NEMO	12,458		12,458
	BERLINGO	76,008		76,008
	JUMPY	25,287	25,287	
	JUMPER	42,385		42,385
Peugeot		198,577	30,656	167,921
	107	39		39
	206	1,699		1,699
	208	17,602	1,042	16,560
	308	3,310	3,310	
	BIPPER	15,122		15,122
	PARTNER	81,632		81,632
	EXPERT	26,304	26,304	
	BOXER	52,869		52,869
Others		19,587	19,587	0
Renault-Dacia-Samsung		356,762	192,807	163,955
Renault		336,152	192,807	143,345
	TWINGO	4,339		4,339
	CLIO	26,509	10,978	15,531
	MEGANE	3,347		3,347
	KANGOO	116,837	91,840	24,997
	TRAFIC	52,148		52,148
	MASTER	105,534	89,859	15,675
	OTHERS	27,438	130	27,308
Dacia		20,610		20,610
	DOKKER	20,610		20,610
TOTAL		744,654	281,843	462,811

Source: CCFA.

HEAVY TRUCK (5 METRIC TONS AND OVER) PRODUCTION BY MAKE

In units

	1980	1990	2000	2009	2010	2011	2012 ⁽³⁾	2013
Renault Trucks ⁽¹⁾	39,475	50,493	87,719	20,909	31,874	41,169	37,964	32,283
of which Mack Trucks	-	15,423	34,562	-	-	-	-	-
Others ⁽²⁾	17,836	4	2	4	0	0	0	0
TOTAL	57,311	50,497	87,721	20,913	31,874	41,169	37,964	32,283
of which production in France	-	-	44,402	20,601	29,702	36,641	-	-
Renault Trucks ⁽¹⁾	-	-	44,400	20,597	29,702	36,641	-	-
Others ⁽²⁾	-	-	2	4	0	0	-	-

(1) Between 1990 and 2000, Mack was integrated in Renault V.I. In 2001, the heavy trucks activity of Renault was combined with that of AB Volvo. Renault V.I. was renamed Renault Trucks.

(2) Including Unic up to 1984.

(3) The scope of the heavy trucks now concerns invoices of six metric tons and more (including CKDs).

COACH AND BUS (OVER 5 METRIC TONS) PRODUCTION BY MAKE

In units

	1980	1990	2000	2009	2010	2011	2012	2013
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 sub-frames supplied by Renault V.I. are included in Heuliez production.

(2) On January 1st, 1999, Renault V.I. (Renault Trucks) sold its coach and bus business to Irisbus, part of Iveco.

SALES OF HEAVY TRUCKS BY RENAULT TRUCKS IN 2013

In units

TOTAL	43,095 ⁽²⁾
More than 6 metric tons	31,267
2.6 to 6 metric tons	10,812
CKD ⁽¹⁾	1,016
Share by range	
Long distance	35%
Delivery	26%
Distribution	22%
Construction	17%

(1) complete knockdown.

(2) The total number of vehicles sold fell by 16% compared with 2012.

Source: CCFA.

WORLD PRODUCTION OF FRENCH MANUFACTURERS

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

		1980	1990	2000 ⁽¹⁾	2009	2010	2011	2012	2013
In units									
Up to 3.5t		318,633	402,994	577,926	419,326	531,452	579,153	501,018	543,866
	P	281,031	128,422	55,883	50,212	61,998	75,209	61,258	61,407
	D	37,602	274,572	521,229	369,114	469,178	500,840	433,587	476,896
	EL			814	0	276	3,104	6,173	5,563
From 3.5t to 5.1t		60,824	33,573	134,973	115,793	179,672	223,181	212,583	200,788
	P	14,675	1,961	1,724	17	0	0	0	0
	D	46,149	31,612	133,249	115,776	179,672	223,181	212,583	200,788
From 5.1t to 12t	D	25,538	6,377	13,593	3,174	2,453	3,134	n/a	n/a
From 12t to 16t	D	12,541	8,251	5,009	2,483	3,066	3,504	n/a	n/a
From 16t to 20t	D	6,909	5,518	7,304	3,179	4,484	4,935	n/a	n/a
Over 20t	D	3,054	3,650	6,255	3,437	5,543	6,892	n/a	n/a
Road tractors	D	9,269	11,278	20,998	8,639	16,328	22,818	n/a	n/a
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	50,229	61,998	75,209	61,258	61,407
Total diesel		144,097	343,806	710,243	505,802	680,724	765,304	n/a	n/a
Total electric		49	0	814	0	276	3,104	6,173	5,563
Total CNG or LPG				332	-	-	-	-	-
TOTAL ALL CATEGORIES		439,852	474,189	768,996	556,031	742,998	843,617	n/a	n/a

P: Gasoline. D: Diesel. EL: Electric. G: CNG or LPG.

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

LIGHT COMMERCIAL VEHICLE (UP TO 5 METRIC TONS) PRODUCTION BY TYPE

	1980	1990	2000 ⁽¹⁾	2009	2010	2011	2012	2013
In units								
Passenger car derivatives								
Citroën	26,904	22,942	29,449	13,139	14,972	19,009	15,147	13,590
Peugeot	69,411	55,208	41,451	22,864	33,403	29,884	21,514	22,650
PSA Peugeot Citroën ⁽²⁾	103,229	78,150	70,900	36,003	48,375	48,893	36,661	36,240
Renault-Dacia	30,420	56,245	60,320	50,116	48,167	50,301	35,871	34,325
TOTAL	133,649	134,395	131,220	86,119	96,542	99,194	72,532	70,565
Small vans								
Citroën	45,573	67,257	100,832	80,729	98,042	97,352	79,911	88,466
Peugeot	27,002	18,537	70,443	73,525	97,608	105,486	91,826	96,754
PSA Peugeot Citroën ⁽²⁾	90,178	85,794	171,275	154,254	195,650	202,838	171,737	185,220
Renault-Dacia	126,779	129,335	147,670	74,476	97,142	105,631	113,034	137,447
TOTAL	216,957	215,129	318,945	228,730	292,792	308,469	284,771	322,667
Large vans								
Citroën	23,813	32,209	61,957	44,996	67,448	76,863	66,995	67,672
Peugeot	33,031	47,623	75,023	44,552	79,241	91,861	82,312	79,173
Others	-	-	-	-	-	-	-	19,587
PSA Peugeot Citroën ⁽²⁾	56,844	79,832	136,980	89,548	146,689	168,724	149,307	166,432
Renault	40,508	84,681	104,811	101,412	148,404	181,960	171,622	157,682
Renault Trucks	-	-	8,321	3,405	0	0	0	0
Sovam-Etalmobil	86	71	42	5	0	0	0	0
TOTAL	97,438	164,584	250,154	194,370	295,093	350,684	320,929	324,114
4WD								
Peugeot		1,730						
Pick-ups, small vans, other								
Renault-Dacia-Samsung	-	-	12,580	25,899	26,697	44,101	35,369	27,308

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

(2) Including Talbot up to 1985.

Source: CCFA.

EXPORTS BY FRENCH AUTOMOBILE MANUFACTURERS OUTSIDE FRANCE

Since 1996, exports by French manufacturers include both assembled vehicles and KD/CKD units. Vehicles delivered to French Overseas Departments are no longer counted as exports. Dacia's exports are included in the scope of con-

solidation as of 2005, the Renault Trafic is included as of 2006, and Renault Samsung Motors as of 2007 (180,973 passenger cars). Also, certain exports are sent to regions and not specific countries.

NEW PASSENGER CAR DELIVERIES BY DESTINATION

	1980	1990	2000	2009	2010	2011	2012	2013
Europe ⁽¹⁾	1,202,834	1,645,276	2,636,150	2,120,054	2,331,256	2,239,833	2,012,131	2,007,183
of which: European Union ⁽²⁾	946,760	1,479,316	2,261,904	1,879,124	1,893,455	1,711,698	1,492,650	1,469,718
Germany	202,939	277,424	337,743	453,617	299,072	296,411	273,409	237,280
Austria	35,775	36,175	41,510	47,424	50,767	53,685	49,411	42,564
Belgium-Luxembourg	105,966	144,896	172,806	158,251	182,241	169,058	154,540	149,689
Denmark	4,059	13,919	30,239	14,857	27,801	32,647	36,597	39,950
Spain	100,640	297,846	556,934	299,407	302,663	242,557	202,154	203,460
Greece		11,458	54,270	13,136	10,744	7,325	8,232	6,039
Italy	381,626	324,952	353,616	339,196	317,851	264,073	223,923	222,666
Netherlands	84,063	95,340	120,438	79,864	108,951	127,494	112,575	87,484
Portugal	14,729	59,459	68,375	39,309	58,750	40,936	24,472	29,262
United Kingdom	156,071	245,989	432,507	225,536	280,244	230,494	210,254	243,338
Sweden	13,060	18,001	31,473	9,556	16,691	16,495	24,075	23,680
10 new EU member states				114,391	130,576	123,358	121,294	117,872
12, then 13, new member states ⁽³⁾				161,382	176,330	164,337	153,469	159,864
of which CEEC/CIS ⁽³⁾	23,619	31,569	164,814	100,240	206,868	280,527	308,339	288,395
Hungary		2,040	23,887	4,657	6,156	6,777	8,767	9,599
Poland		806	59,093	39,977	53,521	44,251	48,847	46,709
Romania			7,520	42,841	41,804	35,349	27,578	29,677
Russia			6,042	80,682	158,018	217,917	263,335	243,839
of which Switzerland	51,821	43,832	45,654	38,840	50,740	50,150	44,778	38,722
of which Turkey		13,069	148,264	96,204	168,456	184,505	155,003	201,600
Africa	133,213	45,675	69,865	151,611	171,484	201,174	292,971	257,752
of which: South Africa	22,439	0	13,913	7,804	14,711	15,291	12,070	21,661
North Africa	15,542	20,432	37,236	133,041	139,790	170,222	258,295	211,448
Nigeria	61,133	8,319	8,860	204	210	1,909	433	1,049
North and South America	145,204	29,360	230,270	391,503	559,780	634,508	646,567	703,734
of which: Argentina	11,899	516	97,605	93,781	149,746	189,560	189,169	243,448
Brazil			80,205	248,973	320,930	368,887	349,360	349,337
Colombia	11,885	9,112	16,659	3,510	6,329	7,146	3,852	2,383
Mexico		20	1,408	13,883	24,822	19,034	12,373	10,454
Asia ⁽¹⁾	26,178	96,645	166,261	845,922	1,201,459	1,218,993	905,283	833,072
of which: Japan	883	14,264	15,976	5,098	12,346	12,001	13,660	13,180
China		3,960	54,334	278,739	392,569	435,130	468,799	587,311
Iran	12,836	29,852	45,722	365,277	516,121	538,004	224,639	28,547
India				3,892	4,488	12,100	35,157	64,368
South Korea				133,977	157,824	112,161	54,588	63,711
Pacific	6,290	5,761	9,984	8,100	14,079	13,830	15,314	16,827
of which: Australia	2,398	820	2,765	4,937	9,761	8,928	10,939	11,827
TOTAL ALL CATEGORIES	1,529,652	1,881,998	3,174,447	3,542,282	4,306,065	4,336,759	3,898,019	3,842,199
KD and CKD units	471,744	208,241						

NEW COMMERCIAL VEHICLES BY DESTINATION

	1980	1990	2000	2009	2010	2011	2012	2013
Europe ⁽¹⁾	88,235	174,998	379,289	251,928	357,998	404,818	341,640	368,180
of which: European Union ⁽²⁾	74,382	156,268	312,421	224,591	312,293	344,414	286,108	321,887
Germany	17,490	23,581	50,081	38,001	46,406	52,459	57,935	67,191
Austria	2,185	3,702	4,697	5,498	6,797	7,431	7,361	6,873
Belgium-Luxembourg	11,455	18,383	22,857	24,811	29,330	30,768	27,603	32,353
Spain	71	44,110	57,516	17,026	28,263	29,001	19,310	26,866
Italy	26,207	19,923	35,910	34,731	39,690	38,409	21,845	35,519
Netherlands	8,234	7,995	23,087	11,097	13,848	17,061	15,868	13,822
Portugal	2,805	14,291	34,551	13,397	18,557	15,514	7,167	9,663
United Kingdom	8,390	21,127	55,647	35,411	60,997	61,885	64,248	70,458
10 new EU member states				20,802	28,891	37,428	30,996	33,389
12, then 13, new member states ⁽³⁾				22,934	33,784	44,067	37,332	40,842
of which: CEEC/CIS ⁽³⁾	361	2,781	25,100	4,042	16,121	24,544	24,118	18,814
Poland	301	97	5,624	10,546	14,258	17,529	14,210	15,429
of which Switzerland	3,317	2,921	4,293	7,874	8,500	9,436	9,528	8,266
Africa	75,802	18,320	16,074	27,146	27,769	29,007	46,758	41,457
of which Maghreb	18,334	8,588	13,509	24,961	24,690	25,344	42,231	37,558
North and South America	5,875	5,453	36,682	55,553	85,810	112,910	107,161	109,866
Asia ⁽¹⁾	6,930	11,302	8,260	3,804	5,632	6,302	6,729	5,562
Pacific	776	1,364	1,797	1,611	2,208	2,238	2,940	4,069
TOTAL ALL CATEGORIES	178,126	213,502	444,516	340,931	480,430	556,356	506,303	530,355
KD and CKD units	39,428	12,207						

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

(2) European Union: 9 countries in 1980; 10 countries in 1985; 12 countries from 1990 to 1994; 15 countries between 1995 and 2003; 25 countries between 2004 and 2005; 27 countries from 2006 to 2012; 28 countries since 2013.

(3) CEEC/CIS, excluding the ten new countries that joined the European Union in 2004 and 2005, the 12 new countries that joined the European Union from 2006 to 2012, and the 13 that joined in 2013.

Source: CCFA.

PHYSICAL AND FINANCIAL DATA FOR 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. Since 2008, they have been replaced by the ESANE information system, combining both survey and administrative data. These surveys are one of the main sources of information for French industry. The SESSI, formerly the statistics department of the Government Secretary for Industry now attached to INSEE, uses the surveys. These 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.

The introduction of a new economic category, the joint use of administrative and survey data (particularly for comparison), and new statistical regulations (decision-makers, etc.) are the cause of a slight reduction in the sector's scope between 2007 and 2008.

	Units	1990	2000	2008	2009	2010	2011	2012 ⁽¹⁾	2013 ⁽¹⁾
Physical data									
No. of employees ⁽²⁾	units	+ 216,848	+ 190,830						
Employees on 12/31 (excluding temporary staff)				148,898	144,717	137,527	139,411	135,000	124,000
Production in France (only light vehicles since 2012)	thousands		3,348	2,569	2,048	2,229	2,295	1,968	1,740
Production/employee			17.5	17.3	14.1	16.2	16.5	14.6	14.0
Financial data									
Net sales	€ millions	49,472	73,684	82,838	69,854	78,969	83,317	77,227	74,500
Export sales	€ millions	18,817	42,290		36,790	45,526	48,719	46,000	45,000
Exports as a % of total sales	%	38.0%	57.4%		52.7%	57.6%	58.5%	60%	60%
Value added (VA) before tax	€ millions	10,650	13,282	10,076	7,423	10,112	9,541	7,534	8,500
Value added/sales	%	21.5%	18.0%	12.2%	10.6%	12.8%	11.5%	9.8%	11.4%
Value added/employee	€ thousands	49	70	68	51	74	68	56	69
Social security costs	€ millions	1,860	2,153	2,271	2,015	2,302	2,443		
Social security costs/employee	€ thousands	8.6	11.3	15.3	13.9	16.7	17.5		
Wages and salaries	€ millions	4,271	5,093	5,972	5,808	5,696	5,632		
Wages and salaries/employee	€ thousands	19.7	26.7	40.1	40.1	41.4	40.4		
Personnel costs	€ millions	6,132	7,246	8,242	7,823	7,999	8,075		
Personnel costs/employee	€ thousands	28.3	38.0	55.4	54.1	58.2	57.9		
Personnel costs/VA	%	57.6%	54.6%	81.8%	105.4%	79.1%	84.6%		
Gross operating surplus ⁽³⁾	€ millions	3,855	5,201	886	-1,174	1,340	710	-1,145	
Gross operating surplus/VA	%	36.2%	39.2%	8.8%	-15.8%	13.3%	7.4%	-15.2%	
Interest expense	€ millions	1,170	1,178		4,038	2,862	1,134		
Interest expense/VA	%	11.0%	8.9%		54.4%	28.3%	11.9%		
Interest income	€ millions	1,095	2,508		3,444	2,191	2,049		
Interest income/VA	%	10.3%	18.9%		46.4%	21.7%	21.5%		
Net interest income (expense)	€ millions	-74	1,330		-594	-671	915		
Net interest income (expense)/VA	%	-0.7%	10.0%		-8.0%	-6.6%	9.6%		
Cash flow	€ millions	2,918	5,499		-2,218	1,078	1,537		
Cash flow/VA	%	27.4%	41.4%		-29.9%	10.7%	16.1%		
Net income (loss)	€ millions	969	2,851	-3,702	-4,900	293	-521%		
Net income/sales	%	2.0%	3.9%	-4.5%	-7.0%	0.4%	-0.6%		
Capital expenditure	€ millions	3,139	3,807						
Gross fixed investments exclusive of contributions	€ millions			2,735	1,983	2,078	2,230	2,200	1,700
Capital expenditure/sales	%	6.3%	5.2%	2.8%	2.8%	2.6%	2.7%	2.8%	2.3%
Capital expenditure/VA	%	29.5%	28.7%	27.1%	26.7%	20.6%	23.4%	29.2%	20.0%

(1) Initial ESANE earnings figures for 2012; estimates by CCFA for 2013 and the following variables for 2012: staff numbers, exported sales, and capital expenditure.

(2) Until 2007, these are actual employees: average employee numbers, corrected by the balance of employees hired (temporary staff) and quoted as hired staff.

(3) The 2011 revised earnings figures report an OCF of € 675 million in 2011.

PHYSICAL AND FINANCIAL DATA FOR THE AUTOMOTIVE EQUIPMENT MANUFACTURING INDUSTRY

The 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 and from 2008, from the new ESANE information system. In 1993, a new French business category (NAF1), standardized throughout the European Union, was put in place. A number of companies were reclassified in the metalworking, electrical equipment and car seating industries, resulting in a statistical break in data.

Since 2008, this category has become NAF2, still standardized throughout the European Union: OEM companies, electrical

equipment manufacturers for engines and vehicles and car seat manufacturers are now included in this category.

Companies listed in the new "automotive equipment manufacturing" sector do not represent, therefore, all suppliers of the automotive industry. Added to these should be manufacturers of glass, tires, doors and locks and automotive springs...

In addition to these activities, the automotive manufacturing and automotive equipment manufacturing industries purchase a number of intermediate products (metals, rubber, plastics, etc.), services (consulting, research, advertising, etc.) and capital goods from other sectors.

	Units	1990	2000	2008	2009	2010	2011	2012 ⁽¹⁾	2013 ⁽¹⁾
Physical data									
No. of companies (> 20 employees until 2007)	units	320	243	653	565	639	616		
No. of employees ⁽²⁾	units	112,963	94,171						
Employees on 12/31 (excluding temporary staff)				73,210	64,881	61,759	59,579	55,000	53,000
FINANCIAL DATA									
Net sales	€ millions	14,452	17,766	20,464	14,898	16,056	16,542	14,500	13,500
Export sales	€ millions	4,018	7,512		7,056	7,865	8,513		
Exports as a % of total sales	%	27.8%	42.3%		47.4%	49.0%	51.5%		
Percentage of production exported (source: FIEV)				53%	54%	51%	53%	54%	55%
Value added (VA) before tax	€ millions	4,530	4,643	4,403	3,479	3,885	3,761		
Value added/sales before tax	%	31.3%	26.1%	21.5%	23.4%	24.2%	22.7%		
Value added per employee before tax	€ thousands	40	49	60	54	63	63		
Social security costs	€ millions	867	902	1,046	939	937	940		
Social security costs/employee	€ thousands	7.7	9.6	14.3	14.5	15.2	15.8		
Wages and salaries	€ millions	2,060	2,213	2,489	2,300	2,302	2,173		
Wages and salaries/employee	€ thousands	18.2	23.5	34.0	35.4	37.3	36.5		
Personnel costs	€ millions	2,926	3,115	3,535	3,239	3,239	3,113		
Personnel costs/employee	€ thousands	25.9	33.1	48.3	49.9	52.4	52.2		
Personnel costs/VA	%	64.6%	67.1%	80.3%	93.1%	83.4%	82.8%		
Gross operating surplus	€ millions	1,337	1,206	541	7	412	417		
Gross operating surplus/VA	%	29.5%	26.0%	12.3%	0.2%	10.6%	11.1%		
Interest expense	€ millions	387	440		171	177	129		
Interest expense/VA	%	8.5%	9.5%		4.9%	4.6%	3.4%		
Interest income	€ millions	213	337		226	217	305		
Interest income/VA	%	4.7%	7.3%		6.5%	5.6%	8.1%		
Net interest income (expense)	€ millions	-174	-103		55	40	175		
Net interest income (expense)/VA	%	-3.8%	-2.2%		1.6%	1.0%	4.7%		
Cash flow	€ millions	883	889		-46	341	428		
Cash flow/VA	%	19.5%	19.2%		-1.3%	8.8%	11.4%		
Net income (loss)	€ millions	400	-92	-248	-427	-17	201		
Net income/sales	%	2.8%	-0.5%	-1.2%	-2.9%	-0.1%	1.2%		
Capital expenditure	€ millions	899	1,024						
Gross fixed investments exclusive of contributions	€ millions			1,092	1,119	413	524		
Capital expenditure/sales	%	6.2%	5.8%	5.3%	7.5%	2.6%	3.2%		
Capital expenditure/VA	%	19.8%	22.0%	24.8%	32.2%	10.6%	13.9%		

(1) Estimates by FIEV; the initial earnings figures put out by ESANE for 2012 report 714 companies and sales of 20.318 billion euro, which could be explained by a reclassification of companies to fit in with the automotive equipment makers business categorization structure.

(2) Actual employees: average employee numbers, corrected by the balance of employees hired (temporary staff) and quoted as hired staff.

REGISTRATIONS

NEW PASSENGER CAR REGISTRATIONS BY MAKE

The special French Temporary Transit series was included in the new passenger car registrations as of 2004.

In units

	1980	1990	2000	2009	2010	2011	2012	2013
Citroën	270,983	266,822	261,508	346,437	328,146	323,076	266,430	238,317
Peugeot ⁽¹⁾	414,335	498,481	397,547	391,944	400,663	369,761	305,440	289,587
Dacia				61,217	104,641	88,980	80,790	89,844
Renault	759,312	639,440	602,415	517,093	497,820	455,705	343,345	337,608
Others France	56	146	63	73	54	752	1,968	907
TOTAL FRANCE	1,444,686	1,404,889	1,261,533	1,316,764	1,331,324	1,238,274	997,973	956,263
Alfa Romeo	25,380	15,916	12,774	11,732	13,033	16,232	10,323	8,047
Audi	17,455	32,762	34,937	49,109	50,936	58,970	61,754	59,147
BMW	17,239	29,580	31,576	43,414	46,074	46,305	48,045	46,742
Chevrolet				21,074	21,247	23,708	24,739	21,518
Chrysler	16	4,084	4,827	1,085	880	184	8	0
Daihatsu	-	0	1,043	1,914	1,083	217	352	39
Dodge				1,358	857	147	7	2
Fiat	53,147	128,822	95,983	82,290	72,717	57,326	43,554	47,683
Ford	68,426	159,575	117,061	133,079	114,810	115,357	92,469	76,470
Honda	8,293	14,002	8,716	14,669	11,251	8,793	8,406	8,846
Hyundai	-	0	11,019	21,516	18,785	20,204	28,733	25,738
Jaguar	269	1,290	1,939	1,169	1,126	1,001	897	879
Jeep	-	3,824	3,001	1,183	1,177	2,637	3,228	1,327
Kia	-	0	2,631	21,164	24,056	27,961	33,018	33,503
Lada	13,069	15,758	1,867	98	346	405	248	59
Lancia	6,801	18,225	5,864	4,839	3,368	4,000	5,248	4,812
Land Rover	237	3,611	7,570	2,419	2,735	4,317	7,770	6,716
Mazda	13,021	18,563	6,366	13,096	10,232	6,509	5,107	6,272
Mercedes	14,430	28,605	43,389	50,927	45,612	43,545	47,567	46,966
Mini	-	-	-	17,777	18,007	21,702	21,483	19,099
Mitsubishi	2,788	4,298	5,575	2,131	3,514	4,386	3,639	3,448
Nissan-Infiniti	17,700	25,707	31,330	46,070	54,351	72,212	70,133	63,180
Opel	32,709	113,490	133,576	89,265	94,877	94,102	71,666	59,620
Porsche	1,060	1,297	825	2,112	2,073	2,734	3,336	2,813
Rover	20,690	41,147	13,474	0	0	0	0	0
Saab	179	2,459	3,265	1,585	574	377	40	7
Santana	-	1,746	4,231	99	27	3	0	0
Seat	306	48,052	40,562	38,364	30,645	33,268	24,180	22,039
Skoda	1,636	1,825	11,570	19,003	18,533	21,185	22,464	19,341
Smart	-	-	6,645	7,920	6,408	6,810	5,441	5,267
Ssangyong	-	0	19	472	451	560	290	209
Subaru	-	0	2,312	1,405	1,146	831	971	928
Suzuki	-	0	11,355	29,056	22,070	19,233	16,026	15,485
Toyota-Lexus	13,095	15,839	43,698	90,320	67,311	70,192	70,463	74,653
Volkswagen	75,727	155,971	152,868	150,392	146,538	163,584	154,434	141,427
Volvo	8,207	12,415	6,777	12,007	11,841	15,192	13,396	11,024
TOTAL FOREIGN	428,516	904,241	872,351	985,634	920,345	965,955	900,787	834,193
TOTAL ALL CATEGORIES	1,873,202	2,309,130	2,133,884	2,302,398	2,251,669	2,204,229	1,898,760	1,790,456
<i>of which Temporary Transit</i>	-	-	-	33,727	39,011	38,421	38,247	34,205
Total France (as a %)	77.1 %	60.8 %	59.1 %	57.2 %	59.1 %	56.2 %	52.6 %	53.4 %
TOTAL FOREIGN (as a %)	22.9 %	39.2 %	40.9 %	42.8 %	40.9 %	43.8 %	47.4 %	46.6 %

(1) Including Talbot up to 1985.

USED PASSENGER CAR REGISTRATIONS

In units

	1980	1990	2000	2009	2010	2011	2012	2013
TOTAL ALL CATEGORIES	4,441,423	4,758,750	5,082,122	5,240,411	5,386,007	5,440,856	5,371,599	5,317,717
Used/new ratio	2.4	2.1	2.4	2.3	2.4	2.5	2.8	3.0

USED LIGHT COMMERCIAL VEHICLE REGISTRATIONS

In units

	1980	1990	2000	2009	2010	2011	2012	2013
TOTAL ALL CATEGORIES		644,925	651,033	766,764	806,398	799,058	778,270	750,371
Used/new ratio		1.6	1.6	2.1	1.9	1.9	2.0	2.0

NEW DIESEL PASSENGER CAR REGISTRATIONS BY MAKE

The special French Temporary Transit series was included in the new passenger car registrations as of 2004.

In units

In units	1980	1990	2000	2009 ⁽³⁾	2010	2011	2012	2013
Citroën	24,158	111,881	138,628	256,454	243,841	238,010	203,866	173,955
Peugeot ⁽¹⁾	65,199	189,322	206,153	295,599	307,518	288,634	242,860	203,291
Dacia				35,483	53,737	73,642	65,204	58,334
Renault	45,862	205,374	257,909	377,769	352,530	316,841	253,796	236,972
TOTAL France ⁽²⁾	135,219	506,577	602,711	965,305	957,626	917,127	765,726	672,552
Alfa Romeo	-	2,524	7,444	8,307	8,432	11,187	6,660	5,145
Audi	19,591	13,495	25,901	44,403	45,201	49,615	52,449	48,513
BMW/Mini	-	8,271	21,065	46,578	50,906	54,738	56,503	54,094
Chrysler/Dodge/Jeep	-	-	4,161	3,536	2,863	2,876	3,145	1,203
Fiat-Lancia	10,352	33,913	38,337	35,445	28,240	19,441	15,056	15,686
Ford	1,833	56,331	58,896	98,745	89,334	88,850	65,176	44,174
Honda			413	6,575	5,029	3,360	3,992	5,051
Hyundai	-	-	5,510	11,099	13,174	14,536	20,706	18,472
Kia			1,200	12,750	15,428	18,996	20,704	19,948
Land Rover	-	2,980	5,656	2,368	2,637	4,095	7,388	6,524
Mazda	-	5,200	3,204	8,519	6,768	4,671	3,386	5,221
Mercedes	10,635	15,676	30,007	46,125	41,460	39,645	43,537	41,355
Mitsubishi	-	1,623	3,227	1,370	3,102	4,249	3,539	2,828
Nissan-Infiniti	694	4,982	15,533	30,361	35,092	50,108	51,675	47,899
Opel	6,178	28,218	63,726	59,335	63,751	64,617	45,363	32,343
Rover	-	4,419	7,480	0	0	0	0	0
Seat	-	14,367	27,861	33,170	25,462	28,922	18,718	14,467
Skoda	-	-	7,741	15,362	14,781	16,531	15,889	12,601
Suzuki	-	-	3,165	13,282	9,263	9,044	5,682	4,649
Toyota-Lexus	-	3,594	12,282	43,266	35,744	38,576	32,082	23,546
Volkswagen	-	50,975	89,487	123,629	118,702	129,026	117,017	99,149
Volvo	1,198	4,097	4,786	11,799	11,614	14,937	13,087	10,332
FOREIGN TOTAL ⁽²⁾	50,815	255,477	443,774	663,190	635,547	679,028	618,818	527,137
TOTAL ALL CATEGORIES	186,034	762,054	1,046,485	1,628,495	1,593,173	1,595,803	1,384,544	1,199,729
of which Temporary Transit	-	-	-	30,759	34,432	33,788	35,962	31,988
% diesel	9.9%	33.0%	49.0%	70.7%	70.8%	72.4%	72.9%	67.0%
Total France (as a %)	72.7%	66.5%	57.6%	59.3%	60.1%	57.5%	55.3%	56.1%
Total foreign as a %	27.3%	33.5%	42.4%	40.7%	39.9%	42.5%	44.7%	43.9%

(1) Including Talbot up to 1985.

(2) Including others.

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

In units

	1980	1990	2000	2009	2010	2011	2012	2013
Citroën	53,245	80,958	77,048	66,833	70,838	75,876	65,346	62,331
Peugeot ⁽¹⁾	58,986	60,813	74,950	66,436	72,228	72,071	63,671	60,469
Dacia				5,237	5,434	5,298	3,732	3,959
Renault	116,602	162,549	139,752	116,498	135,591	137,360	123,447	116,282
Others France	256	415	40	532	528	486	523	807
TOTAL FRANCE	229,089	304,735	291,790	255,536	284,619	291,091	256,719	243,848
Fiat	8,326	10,139	25,253	32,373	34,659	37,152	34,036	33,021
Ford	9,099	16,080	18,110	20,197	20,437	20,473	18,478	16,929
Hyundai	-	-	588	374	237	182	276	299
Isuzu			108	1,711	1,961	1,904	1,788	2,167
Iveco	2,941	11,543	16,534	10,505	11,610	12,954	11,385	10,837
Land Rover	645	2,718	1,857	1,078	1,550	1,489	1,478	1,516
Mazda	579	1,067	916	424	482	424	160	60
Mercedes	5,495	11,156	23,139	16,929	19,051	20,073	18,275	18,024
Mitsubishi	-	-	3,392	2,111	2,639	2,776	1,716	1,625
Nissan	861	5,063	5,197	6,498	7,307	9,616	9,076	8,761
Opel	664	2,408	7,561	6,772	7,195	7,560	7,257	5,404
Toyota	7,112	6,099	1,771	4,348	4,013	4,115	4,505	3,932
Volkswagen	8,091	9,673	13,819	11,506	13,249	14,895	14,815	15,563
FOREIGN TOTAL ⁽²⁾	48,798	89,060	123,176	118,450	132,993	138,163	127,330	123,483
TOTAL ALL CATEGORIES	277,887	393,795	414,966	373,986	417,612	429,254	384,049	367,331
Total France (as a %)	82.4%	77.4%	70.3%	68.3%	68.2%	67.8%	66.8%	66.4%
Total foreign as a %	17.6%	22.6%	29.7%	31.7%	31.8%	32.2%	33.2%	33.6%

(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".

REGISTRATIONS

NEW PASSENGER CARS AND LIGHT COMMERCIAL VEHICLE REGISTRATIONS BY MAKE

The special French Temporary Transit series was included in the new passenger car registrations as of 2004.

	1980	1990	2000	2009 (1)	2010	2011	2012	2013
Citroën	324,228	347,780	338,556	413,270	398,984	398,952	331,776	300,648
Peugeot	473,321	559,294	472,497	458,380	472,891	441,832	369,111	350,056
Dacia				66,454	110,075	94,278	84,522	93,803
Renault	875,914	801,989	742,167	633,591	633,411	593,065	466,792	453,890
TOTAL FRANCE	1,673,775	1,709,624	1,553,323	1,572,300	1,615,943	1,529,365	1,254,692	1,200,111
Fiat	61,473	138,961	121,236	114,663	107,376	94,478	77,590	80,704
Ford	77,525	175,655	135,171	153,276	135,247	135,830	110,947	93,399
Land Rover	882	6,329	9,427	3,497	4,285	5,806	9,248	8,232
Mercedes	19,925	39,761	66,528	67,856	64,663	63,618	65,842	64,990
Nissan-Infiniti	18,561	30,770	36,527	52,568	61,658	81,828	79,209	71,941
Opel	33,373	115,898	141,137	96,037	102,072	101,662	78,923	65,024
Rover	20,812	41,343	13,564	0	0	0	0	0
Seat	306	51,999	42,230	38,813	31,080	33,966	24,180	22,039
Toyota-Lexus	20,207	21,938	45,469	94,668	71,324	74,307	74,968	74,968
Volkswagen	83,818	165,644	166,687	161,898	159,787	178,479	169,249	156,990
TOTAL FOREIGN	477,314	993,301	995,527	1,104,084	1,053,338	1,104,118	1,028,117	957,676
TOTAL ALL CATEGORIES	2,151,089	2,702,925	2,548,850	2,676,384	2,669,281	2,633,483	2,282,809	2,157,787
Total France (as a %)	77.8%	63.3%	60.9%	58.7%	60.5 %	58,1 %	55.0%	55.6%
Total foreign as a %	22.2%	36.7%	39.1 %	41.3 %	39.5 %	41.9 %	45.0 %	44.4%

(1) 2006 and more recent data are not comparable to data from prior years because some models were reclassified to "Other France" and "Foreign".

NEW HEAVY TRUCK (OVER 5 METRIC TONS) REGISTRATIONS BY MAKE

	1980	1990	2000	2009	2010	2011	2012	2013
Renault Trucks	17,984	20,453	20,818	12,158	10,908	14,343	12,929	12,069
TOTAL FRANCE	18,312	20,738	20,992	12,295	10,964	14,399	12,965	12,105
DAF	1,881	3,460	4,365	3,752	4,464	6,240	5,545	5,388
Iveco	6,578	7,204	6,998	4,120	4,003	4,980	4,488	4,449
MAN	327	1,433	3,498	3,630	2,729	4,765	4,540	4,145
Mercedes	8,014	9,500	9,976	5,482	5,229	7,087	7,100	7,766
Scania	1,389	2,711	4,963	2,176	2,553	3,670	2,823	3,499
Volvo	3,724	4,647	6,739	3,615	3,938	5,825	5,564	5,507
FOREIGN TOTAL	23,534	29,290	36,924	23,238	23,257	32,964	30,413	31,160
TOTAL ALL CATEGORIES	41,846	50,028	57,916	35,533	34,221	47,363	43,378	43,265
Total France (as a %)	43.8%	41.5%	36.2%	34.6%	32.0%	30.4 %	29.9%	28.0%
Total foreign as a %	56.2%	58.5%	63.8%	65.4%	68.0%	69.6%	70.1 %	72.0%

USED HEAVY TRUCK (OVER 5 METRIC TONS) REGISTRATIONS

	1980	1990	2000	2009	2010	2011	2012	2013
TOTAL	-	-	59,056	49,452	55,591	57,152	52,154	51,418
Used/new ratio	-	-	1.0	1.4	1.6	1.2	1.2	1.2

NEW COACH AND BUS (OVER 5 METRIC TONS) REGISTRATIONS BY MAKE

	1980	1990	2000	2009	2010	2011	2012	2013
Renault	2,126	1,692	1,633	-	-	-	-	-
Others France	107	255	367	-	-	-	-	-
Kässbohrer-Setra	479	392	261	-	-	-	-	-
Mercedes	554	245	602	-	-	-	-	-
TOTAL ALL CATEGORIES	3,558	3,160	4,320	-	-	-	-	-
Irisbus Group ⁽¹⁾	-	-	-	3,092	2,412	2,843	2,603	2,902
Evobus Group ⁽²⁾	-	-	-	1,851	1,433	1,681	1,846	1,933
Neoman Bus Group ⁽³⁾	-	-	-	658	559	515	187	294
Bova	-	-	-	150	116	86	34	28
Temsa	-	-	-	384	309	272	174	229
Van Hool	57	250	230	117	169	175	98	138
Others	-	-	-	412	384	634	602	797
TOTAL ALL CATEGORIES	-	-	-	6,664	5,382	6,206	5,544	6,321

(1) Irisbus Group: Irisbus, Irisbus-Heuliez, Irisbus-Renault, Karosa and Iveco.

(2) Evobus: Kässbohrer and Mercedes.

(3) Neoman Bus: MAN and Neoplan.

VEHICLE OWNERSHIP

DENSITY (INTERNATIONAL COMPARISONS)

Number of cars and commercial vehicles
per 1,000 inhabitants on January 1st

	1985	1995	2005	2013
European Union 27 countries	-	-	524	563
European Union 15 countries from 1995 ⁽¹⁾	380	473	576	591
12 new EU member states	-	-	332	453
Germany	450	529	593	568
Belgium	363	463	534	578
Spain	276	430	566	588
France	446	520	596	602
Italy	412	541	656	689
United Kingdom	379	474	566	569
Sweden	400	445	509	528
Poland	117	229	379	575
Turkey	27	65	116	162
Canada	559	562	585	620
USA	708	759	817	776
South Korea	25	177	319	388
Japan	375	527	591	602
Argentina	173	167	182	279
Brazil	86	89	121	188
China	3	8	21	81
India	3	6	12	25

(1) As of 1995, the EU includes 15 countries.

TOTAL VEHICLES IN USE (JANUARY 1ST, 2014)

In thousands

	All fuels	Diesel ⁽¹⁾
Passenger cars		
Up to 5 HP	13,948	7,871
6 to 10 HP	16,115	10,975
11 HP and over	1,588	799
TOTAL PASSENGER CARS	31,650	19,645
Light commercial vehicles (LCV)		
Up to 2.5 t	3,647	3,291
From 2.5t to 3.5t	2,268	2,255
From 3.6 t to 5 t	15	15
TOTAL LCVs up to 5t	5,930	5,560
Total passenger cars and light commercial vehicles	37,580	25,206
Heavy trucks over 5 metric tons		
Trucks		
From 5 t to 12 t	76	76
From 12 t to 16 t	46	46
From 16 t to 20 t	113	113
20t and over	102	102
Total trucks	337	337
Road tractors	195	195
Total heavy trucks	532	531
Coaches and buses	88	85
Total commercial vehicles over 5t	620	616
Total commercial vehicles all sizes	6,550	6,176
TOTAL all vehicles	38,200	25,821

(1) Including diesel hybrid. Source: CCFA estimates.

VEHICLE OWNERSHIP

	Units	1980	1990	2000	2009	2010	2011	2012	2013 ⁽¹⁾
Households without a vehicle	%	29.2 %	23.2 %	19.7 %	16.8 %	16.5 %	16.5 %	16.7 %	16.9 %
Households with a vehicle	%	70.8 %	76.8 %	80.3 %	83.2 %	83.5 %	83.5 %	83.3 %	83.1 %
Households with one vehicle	%	54.3 %	50.5 %	50.7 %	47.5 %	47.6 %	48.2 %	48.1 %	48.3 %
Households with two vehicles	%	14.8 %	23.0 %	25.4 %	30.5 %	30.7 %	30.5 %	30.4 %	29.9 %
Households with three or more vehicles	%	1.7 %	3.3 %	4.2 %	5.2 %	5.2 %	4.8 %	4.8 %	5.0 %
Average vehicle age	years		5.90	7.25	8.0	8.0	8.1	8.3	8.6
Average ownership period	years		3.66	4.43	4.9	5.0	5.1	5.2	5.3
Used passenger cars	%		50.0	56.1	59.6	58.9	57.8	57.9	59.0
Total average kilometers	km	12,200	13,041	13,560	11,793	11,755	11,515	11,639	11,282
Gasoline average kilometers	km	11,600	11,651	10,780	8,176	8,108	7,897	8,022	7,551
Diesel average kilometers	km	26,200	20,950	18,140	14,819	14,542	14,265	14,256	13,959
Domestic passenger road transportation									
By passenger car	billion passenger-km	482.3	617.3	754.4	802.9	810.8	812.7	815.0	819.4
By coach - bus	billion passenger-km	37.4	40.6	42.1	48.8	49.9	51.1	51.6	52.3
Total traffic	billion passenger-km	588.0	743.6	892.5	964.5	973.7	980.9	983.9	988.8
Road transport as a % of total traffic	%	88.4	88.5	89.2	88.3	88.4	88.1	88.1	88.2
Annual change									
By passenger car	%	-	+ 2.6	+ 0.6	0.4	1.0	0.2	0.3	0.5
By coach - bus	%	-	+ 2.7	+ 3.0	0.7	2.2	2.4	1.0	1.4

(1) Provisional data.

Sources: TNS-SOFRES PARCAUTO, calculations by INRETS-ADEME, INSEE and SOeS.

TOTAL VEHICLES IN USE ON JANUARY 1ST, 2013

In thousands

	1980	1990	2000	2010	2011	2012	2013	2014
Passenger cars								
Up to 5 HP	5,090	8,312	10,572	12,946	13,351	13,628	13,761	13,948
6 HP to 10 HP	11,460	13,385	15,723	16,583	16,422	16,375	16,266	16,115
Over 10 HP	1,890	1,313	1,186	1,521	1,528	1,547	1,573	1,588
TOTAL PASSENGER CARS	18,440	23,010	27,480	31,050	31,300	31,550	31,600	31,650
of which diesel ⁽¹⁾	730	3,265	9,261	17,458	18,165	18,865	19,377	19,645
Commercial vehicles								
Up to 3.5t	1,985	4,125	4,974	5,750	5,809	5,867	5,896	5,915
From 3.5t to 5t	103	20	12	10	11	13	14	15
From 5t to 20t	250	334	287	250	246	247	242	235
20t and over	26	41	46	91	93	98	100	102
Road tractors	129	160	210	202	199	206	199	195
TOTAL COMMERCIAL VEHICLES	2,493	4,680	5,529	6,303	6,358	6,431	6,451	6,462
of which diesel ⁽¹⁾	976	2,342	4,202	5,632	5,777	5,941	6,033	6,091
Coaches & buses	57	68	80	85	86	86	87	88
OVERALL TOTAL	20,990	27,758	33,090	37,438	37,744	38,067	38,138	38,200
of which diesel ⁽¹⁾	1,763	5,675	13,543	23,172	24,025	24,889	25,494	25,821

Source: CCFA estimates.

FUEL AND TAXATION, EMISSIONS AND CO₂

ROAD FUEL CONSUMPTION, PRICES AND TAXES

	Units	1980	1990	2000	2009	2010	2011	2012	2013
Fuel consumption									
Regular gasoline	millions of liters	4,216	959						
Premium leaded - AVSR	millions of liters	20,007	19,911	3,924					
Premium unleaded	millions of liters		3,406	14,329	10,871	9,501	8,582	7,335	6,650
Premium unleaded 95-E10	millions of liters				727	1,379	1,754	2,331	2,714
% of total gasoline	%				6.3%	12.7%	17.0%	24.1%	29.0%
Total gasoline	millions of liters	24,223	24,276	18,253	11,598	10,880	10,337	9,666	9,363
Diesel	millions of liters	11,415	20,664	32,373	38,913	39,749	40,327	40,382	40,419
TOTAL ROAD FUEL	millions of liters	35,638	44,940	50,627	50,510	50,629	50,664	50,047	49,782

Source: CPDP.

	Units	1980	1990	2000	2009	2010	2011	2012	2013
Retail prices of fuel (annual average)									
Regular gasoline inc. VAT	€/liter	0.49	0.80	-	-	-	-	-	-
Tax as a %	%	57	73	-	-	-	-	-	-
Premium leaded - AVSR	€/liter	0.52	0.81	1.17	-	-	-	-	-
Tax as a %	%	57	74	71	-	-	-	-	-
Premium unleaded 98	€/liter	-	0.79	1.11	1.24	1.38	1.54	1.62	1.59
Tax as a %	%	-	71	69	65	60	56	54	55
Gasoline	€/liter	0.52	0.81	1.12	1.21	1.35	1.51	1.58	1.54
Tax as a %	%	57	74	69	66	61	57	55	56
Diesel	€/liter	0.37	0.54	0.85	1.00	1.15	1.34	1.40	1.35
Tax as a %	%	46	61	62	59	54	49	47	49

Source: SOeS.

TOTAL AUTOMOBILE EMISSIONS IN MAINLAND FRANCE BETWEEN 1990 AND 2013

Thousands of metric tons

	1990	1995	2000	2005	2010	2011	2012	2013 ⁽¹⁾	Change 2013/1990	Change 2013-2012
Regulated pollutants										
SO ₂	143	116	23	4	1	1	1	1	-99%	-
CO	6,031	4,280	2,477	1,312	592	484	413	359	-94%	-13%
NO _x	1,162	1,063	907	747	578	556	526	503	-57%	-4%
NM VOC	1,075	813	542	294	117	92	71	55	-95%	-23%
Lead (in metric tons)	4,200	1,524	66	62	65	64	65	65	-98%	-
PM10: particles	72	83	68	53	43	40	38	35	-51%	-8%
Other emissions										
CO ₂	+ 111	+ 120	+ 127	+ 129	+ 121	+ 122	+ 120	+ 118	7%	-2%

(1) 2013 estimates.

Source: CITEPA/Secten data, updated April 2014.

CO₂ EMISSIONS IN MAINLAND FRANCE BY BUSINESS SECTOR

In millions of metric tons of CO₂

	1990	1995	2000	2005	2008	2009	2010	2011	2012	2013 ⁽¹⁾
Energy processing	67	57	63	67	62	59	59	50	51	52
Manufacturing industry	113	107	107	102	96	82	88	82	81	80
Residential/Commercial	85	87	89	98	91	90	91	78	84	86
Transport	118	127	135	136	127	126	127	128	127	125
of which road	111	120	127	129	121	119	121	122	120	118
of which other transportation	6.9	7.1	8.0	6.9	6.3	6.2	6.1	6.3	6.5	6.5
Agriculture/silviculture	9.4	9.8	10.1	10.6	10.5	10.5	10.3	10.3	10.3	10.9
TOTAL EXCLUDING LULUCF ⁽²⁾	391	389	404	412	387	368	376	349	353	354
LULUCF ⁽²⁾	-33	-39	-33	-49	-52	-47	-44	-47	-52	-52
TOTAL WITH LULUCF ⁽²⁾	359	350	371	364	335	320	332	302	302	302

(1) 2013 estimates.

(2) LULUCF: Land Use, Land Use Change and Forestry

Source: CITEPA/ CORALIE/ Secten format, April 2014.

AVERAGE CO₂ EMISSIONS OF NEW PASSENGER CARS IN FRANCE AND EUROPE

In grams of CO₂ per km

	1995	2000	2005	2007	2008	2009	2010	2011	2012	2013
France										
Gasoline	177	168	159	153	141	131	130	129	127	122
Diesel	175	155	149	148	139	134	130	127	123	117
TOTAL	176	162	152	149	140	133	130	127	124	117
European Union 15 countries										
TOTAL	186	171	161	159	154	146	141	136	132	127

Source: ADEME (June 2014).

AUTOMOTIVE TAXES AND FOREIGN TRADE

FRENCH AUTOMOTIVE FOREIGN TRADE IN VALUE

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)														
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%
2010	15,241	11%	1,684	20%	2,330	29%	20,361	22%	39,616	18%	1,051	8%	40,667	18%
2012	14,964	-6%	2,113	2%	2,355	-6%	20,633	-6%	40,066	-6%	1,146	12%	41,212	-5%
2013	13,222	-12%	2,443	16%	2,270	-4%	20,834	1%	38,769	-3%	1,233	8%	40,002	-3%
Imports (CIF)														
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%
2010	22,380	7%	2,901	38%	2,440	6%	15,254	19%	42,975	13%	1,196	-1%	44,171	13%
2012	22,441	-9%	2,427	-19%	2,710	-11%	15,847	-4%	43,425	-8%	1,129	4%	44,553	-8%
2013	22,495	0%	2,882	19%	3,386	25%	15,668	-1%	44,431	2%	1,148	2%	45,579	2%
Balance (exports - imports)														
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	
2010	- 7,139		- 1,217		- 110		5,107		- 3,359		- 144		- 3,504	
2012	- 7,477		- 313		- 355		4,786		- 3,359		18		- 3,342	
2013	- 9,274		- 439		- 1,116		5,166		- 5,662		85		- 5,577	
Coverage rate (exports/imports x 100)														
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	
2010	68		58		95		133		92		88		92	
2012	67		87		87		130		92		102		92	
2013	59		85		67		133		87		107		88	

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.

AUTOMOTIVE TAXES AND DUTIES

In € millions

	1980	1990	2000	2009	2010	2011	2012	2013
Tax on road-use oil products (including VAT)	+ 9,078	+ 21,335	+ 30,630	+ 32,250	+ 32,324	+ 35,360	+ 35,608	+ 35,891
Automotive insurance tax	+ 478	+ 2,780	+ 3,429	+ 4,018	+ 4,126	+ 4,263	+ 4,378	+ 4,470
Tax on vehicle registration certificates	+ 157	+ 846	+ 1,373	+ 1,917	+ 1,917	+ 2,080	+ 2,117	+ 2,039
Road tax	+ 866	+ 1,901	+ 539	+ 0	+ 0	+ 0	+ 0	+ 0
Tax on company cars	+ 199	+ 345	+ 644	+ 1,098	+ 992	+ 927	+ 985	+ 876
Tax based on number of axles	+ 59	+ 75	+ 223	+ 172	+ 168	+ 172	+ 172	+ 171
Fixed rate police and traffic fines, sentence fines	+ 154	+ 317	+ 720	+ 1,201	+ 1,255	+ 1,572	+ 1,624	+ 1,666
Driver's license tax	+ 88	+ 86	+ 4	-	-	-	-	-
Regional development tax	+ 0	+ 0	+ 442	+ 528	+ 539	+ 577	+ 570	+ 573
Government royalty	-	+ 30	+ 132	+ 180	+ 186	+ 193	+ 198	+ 300
TOTAL	+ 11,079	+ 27,716	+ 38,136	+ 41,364	+ 41,507	+ 45,145	+ 45,651	+ 45,986
VAT on spending to acquire and use vehicles	-	-	15,300 ⁽¹⁾	-	-	-	-	-
Freeway tolls (including VAT)	+ 610	+ 2,592	+ 5,330	+ 9,305	+ 9,700	+ 10,106	+ 10,542	+ 11,052
Total Transportation Expense by the APU ⁽²⁾	-	-	-	-	-	-	+ 41,400	-
of which road-related expenses	-	-	-	-	-	-	+ 17,800	-
Resources generated by the road for everyday expenditure in favor of the APU ⁽²⁾	-	-	-	-	-	-	+ 58,100	-

(1) For 1998. (2) APU: Public agencies: the entire transportation expenditure (all modes) is equal to the everyday expenditure and the capital expenditure; the figure shown may include dual accounts and it is thus a plus. Sources: Internal Revenue, CCFA, URF, Transport Satellite Account (SESP), French National Transport Accounting Commission.

USEFUL ADDRESSES

FRENCH AUTOMOTIVE MANUFACTURERS

PSA Peugeot Citroën

Peugeot

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

Citroën

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

Renault

13-15, quai Le Gallo - 92153 Boulogne-Billancourt Cedex
 Tel.: +33 (0)1 76 84 50 50
www.renault.com

Renault Trucks

99, route de Lyon - 69800 Saint-Priest
 Tel.: +33 (0)4 72 96 51 11
 Direction des Relations Extérieures
 15, bd de l'Amiral-Bruix - 75016 Paris
 Tel.: +33 (0)1 58 44 19 71 - Fax: +33 (0)1 58 44 19 75
www.renault-trucks.com

Alpine-Renault

Avenue de Bréauté - 76885 Dieppe Cedex
 Tel.: +33 (0)1 76 86 31 50 - Fax: +33 (0)1 76 86 34 00

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)

Immeuble Le Cardinet
 8, rue de Berri - 75017 Paris
 Tel.: +33 (0)1 44 29 71 00 - Fax: +33 (0)1 42 67 48 21
www.ffcarrosserie.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
www.csiam-fr.org

Comité d'organisation des salons internationaux de l'Automobile, du Cycle, du Motocycle et des Sports (AMC Promotion)

39, avenue Franklin-Roosevelt - 75008 Paris
 Tel.: +33 (0)1 56 88 22 40 - Fax: +33 (0)1 42 56 50 80
www.amcpromotion.com

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

Groupe pour l'Amélioration des Liaisons dans l'Automobile (GALIA)

20, rue Danjou - 92100 Boulogne-Billancourt
 Tel.: +33 (0)1 41 31 68 68 - Fax: +33 (0)1 41 31 68 60
www.galia.com

Plateforme de la Filière Automobile (PFA)

2, rue de Presbourg - 75008 Paris
 Tel.: +33 (0)1 49 52 63 98
www.pfa-auto.fr

Syndicat National des Loueurs de Véhicules en Longue Durée (SNLVDL)

Immeuble DIAPASON
 218, avenue de New-York - 75934 Paris Cedex 19
 Tel.: +33 (0)1 53 68 40 40 - Fax: +33 (0)1 53 68 40 99
www.snlvdl.com

Syndicat National des Loueurs des Véhicules de Loisirs (UNIVDL)

3, rue des Cordelières - 75013 Paris
 Tel.: +33 (0)1 43 37 86 61
 Fax: +33 (0)1 45 35 07 39
www.univdl.org

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 47 66 22 74
www.uimm.fr

Union Routière de France (URF)

9, rue de Berri - 75008 Paris
 +33 (0)1 01 44.13 55 37.17 - Fax: +33 (0)1 44 13 32 98
www.unionroutiere.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

European Automobile Manufacturer's Association (ACEA)

85, avenue des Nerviens - 1040 Brussels (Belgium)
 Tel.: +33 (0)1 32 2732 55 50 - Fax: +32 2 738 73 10
www.acea.be

International Organization of Motor Vehicle Manufacturers (OICA)

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

AUTOMOTIVE ASSOCIATIONS IN FRANCE

40 Millions d'Automobilistes

118, boulevard Haussmann - 75008 Paris
 Tel.: +33 (0)2 43 50 06 30 - Fax: +33 (0)2 43 50 06 31
www.40millionsdautomobilistes.com

L'Automobile Club - French Drivers' Association

Head office: 5, avenue de la Paix - 67000 Strasbourg
 Paris office: 14, avenue de la Grande-Armée - 75017 Paris
 Tel.: +33 (0)821 74 11 11
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

4, rue Ventadour - 75001 Paris
 Tel.: +33 (0)1 44 15 27 00 - Fax: +33 (0)1 42 27 98 03
www.preventionroutiere.asso.fr

Société des Ingénieurs de l'Automobile (SIA)

79, rue Jean-Jacques-Rousseau - 92158 Suresnes Cedex
 Tel.: +33 (0)1 41 44 93 70 - Fax: +33 (0)1 41 44 93 79
www.sia.fr

AUTOMOTIVE INDUSTRY RESEARCH ORGANIZATIONS IN FRANCE

Association pour le développement du transport et de la mobilité électriques France (AVERE France)

112 quarter, rue Marcadet - 75018 Paris
Tel.: +33 (0)1 53 25 00 60
www.france-mobilite-electrique.org

Fondation sécurité routière

2, rue de Presbourg - 75008 Paris
www.fondationsecuriteroutiere.org

Groupe d'Études et de Recherches Permanent sur l'Industrie et les Salariés de l'Automobile (GERPISA)

École Normale Supérieure de Cachan - Bât. Desjardin - 61, avenue du Président-Wilson - 94235 Cachan Cedex
Tel.: +33 (0)1 47 40 20 00
www.leblog.gerpisa.org

IDforCAR

Technocampus Composites
Chemin du Chaffault - ZI du Chaffault
44340 Bouguenais
Tel.: +33 (0)2 28 44 36 50 - Fax: +33 (0)2 99 34 10 61
www.id4car.org

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Institut Français des Sciences et Technologies des Transports, de l'Aménagement et des Réseaux (IFSTTAR)

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LUTB Transport & Mobility Systems

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www.lutb.fr

Mov'eo Cluster

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www.pole-moveo.org

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www.vehiculedefutur.com

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