

# PRESS RELEASE

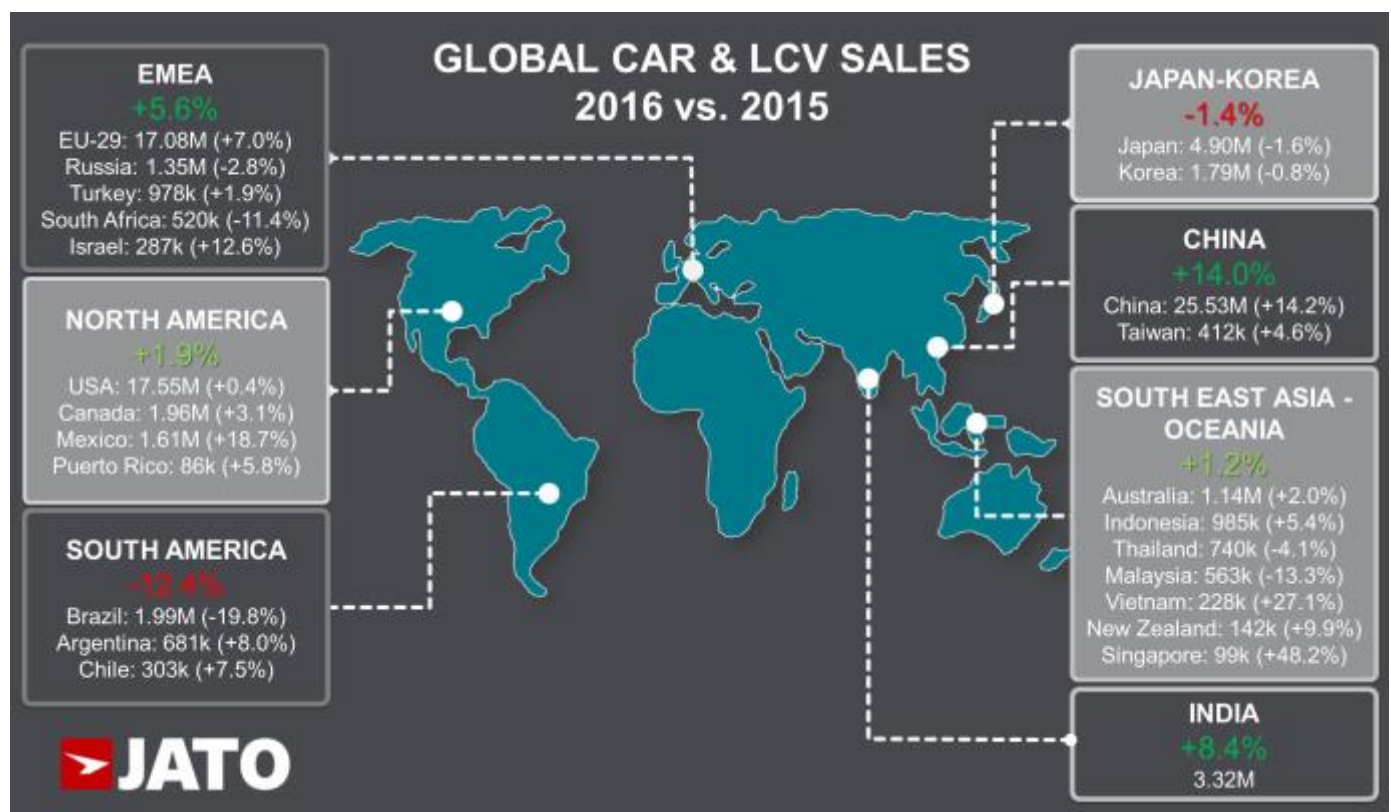
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London, UK

## GLOBAL CAR SALES UP BY 5.6% IN 2016 DUE TO SOARING DEMAND IN CHINA, INDIA AND EUROPE

- Analysis of 52 markets found that 84.24 million units were sold in 2016, which was driven by increased demand in China, India and Europe
- China saw double-digit growth in sales, while demand in the US remained stable
- Global demand for SUVs continued, with significant sales increases in the segment across South East Asia, Europe and China

The global automotive industry showed its resilience in 2016 with 84.24 million units (LCVs and passenger cars) sold according to data released today by JATO Dynamics. This is a 5.6% increase on 2015 and shows the sector’s strength amidst the uncertainty of 2016. “Despite the hurdles faced by the automotive industry last year, an increase in registrations of 5.6% shows the sector’s resilience. The growth shows that the declines in Japan, Russia and Brazil were offset by strong results in China and Europe,” commented Felipe Munoz, JATO’s Global Analyst.



## FULL-YEAR 2016 BY COUNTRY

	CARS, PICKUPS & LCV	2016	2015	Var. 15-16
1	China	25,525,730	22,359,585	+14.2%
2	USA	17,553,448	17,475,066	+0.4%
3	Japan	4,897,072	4,975,791	-1.6%
4	Germany	3,604,582	3,439,768	+4.8%
5	India	3,317,572	3,061,541	+8.4%
6	UK	3,068,473	3,005,333	+2.1%
7	France	2,420,820	2,294,265	+5.5%
8	Italy	2,019,887	1,709,396	+18.2%
9	Brazil	1,986,436	2,476,965	-19.8%
10	Canada	1,961,662	1,903,173	+3.1%
11	Korea	1,785,512	1,799,578	-0.8%
12	Mexico	1,607,420	1,354,096	+18.7%
13	Russia	1,353,463	1,392,878	-2.8%
14	Spain	1,316,233	1,184,947	+11.1%
15	Australia	1,144,410	1,122,515	+2.0%
16	Indonesia	985,401	934,933	+5.4%
17	Turkey	978,489	959,824	+1.9%
18	Thailand	740,486	772,517	-4.1%
19	Argentina	681,381	630,920	+8.0%
20	Belgium	607,700	562,275	+8.1%
21	Malaysia	562,590	649,002	-13.3%
22	South Africa	520,404	587,202	-11.4%
23	Poland	475,908	408,207	+16.6%
24	Netherlands	454,848	509,326	-10.7%
25	Sweden	423,987	389,906	+8.7%
26	Taiwan	411,909	393,862	+4.6%
27	Austria	367,289	343,275	+7.0%
28	Switzerland	349,147	355,797	-1.9%
29	Chile	302,866	281,676	+7.5%
30	Israel	286,728	254,748	+12.6%
31	Czech Rep.	279,089	248,509	+12.3%
32	Denmark	259,568	240,035	+8.1%
33	Portugal	242,220	209,361	+15.7%
34	Vietnam	228,478	179,717	+27.1%
35	Norway	190,611	183,940	+3.6%
36	Ireland	174,456	148,383	+17.6%
37	New Zealand	141,829	129,085	+9.9%
38	Finland	132,491	120,286	+10.1%
39	Hungary	118,050	94,919	+24.4%
40	Romania	109,158	92,492	+18.0%
41	Singapore	98,752	66,644	+48.2%
42	Slovakia	95,324	84,450	+12.9%
43	Puerto Rico	86,046	81,353	+5.8%
44	Greece	84,399	80,987	+4.2%
45	Slovenia	73,633	66,903	+10.1%
46	Luxembourg	55,110	50,420	+9.3%
47	Croatia	51,188	41,556	+23.2%
48	Estonia	27,350	24,930	+9.7%
49	Serbia	26,842	22,685	+18.3%
50	Lithuania	23,075	19,440	+18.7%
51	Latvia	18,575	16,114	+15.3%
52	Cyprus	12,485	10,611	+17.7%

The expansion of the [car purchase restrictions policy in China](#) caused a slowdown in the market at the beginning of the year. However, demand recovered during H2, with consistent monthly double-digit growth. 2016 was a mixed year for the US, with a decline in registrations in five of the twelve months. This resulted in the overall volume of registrations in 2016 increasing by just 0.4% compared to 2015.

Japanese car sales decreased by 1.6% compared to 2015, signalling a slowdown in the retraction of the industry when compared to the sharp fall of 9.5% seen in 2015. Tax increases on Kei-cars continued to impact the Japanese market in 2016, with city-cars posting a decline of 4.2%. The decline in registrations in Brazil was particularly dramatic, with 500,000 less units registered compared to the previous year. 2016's total was a significant 45% lower than the record 3.63 million units posted in 2012.

The declines in these markets were offset by double-digit growth in China and Europe's slow, consistent recovery. European car and LCV registrations totalled 17.1 million units, which is a significant increase of 7% on 2015. Click [here](#) to see full European car registrations details.

In the emerging markets, India showed its strength with more than 3.3 million units sold as a result of growing prosperity and the greater availability of consumer credit. India's growth offset losses in other emerging markets, and established India as a solid source of revenue for car manufacturers.

## TOP 50 BEST-SELLING BRANDS

	CARS & PICKUPS	2016	2015	Var. 15-16
1	TOYOTA	7,247,524	7,054,087	+2.7%
2	VOLKSWAGEN	6,111,197	5,942,370	+2.8%
3	FORD	5,856,498	5,725,883	+2.3%
4	HONDA	4,659,737	4,332,166	+7.6%
5	NISSAN	4,501,516	4,330,366	+4.0%
6	HYUNDAI	4,156,589	4,099,343	+1.4%
7	CHEVROLET	3,819,147	3,926,563	-2.7%
8	KIA	2,698,718	2,461,492	+9.6%
9	SUZUKI	2,411,334	2,318,978	+4.0%
10	MERCEDES	2,037,373	1,863,315	+9.3%
11	BMW	1,942,935	1,842,248	+5.5%
12	AUDI	1,839,034	1,765,537	+4.2%
13	RENAULT	1,793,908	1,567,693	+14.4%
14	BUICK	1,429,679	1,230,437	+16.2%
15	MAZDA	1,426,944	1,408,009	+1.3%
16	JEEP	1,395,103	1,230,719	+13.4%
17	PEUGEOT	1,374,656	1,384,101	-0.7%
18	WULING	1,346,977	1,537,736	-12.4%
19	FIAT	1,228,346	1,292,613	-5.0%
20	SKODA	1,105,918	1,007,531	+9.8%
21	GREAT WALL	1,071,563	837,063	+28.0%
22	OPEL/VAUXHALL	1,057,226	1,015,243	+4.1%
23	SUBARU	982,763	949,173	+3.5%
24	CITROEN	883,573	927,281	-4.7%
25	CHANGAN	779,694	753,429	+3.5%
26	BAOJUN	755,361	490,722	+53.9%
27	MITSUBISHI	693,281	756,044	-8.3%
28	RAM	666,770	617,364	+8.0%
29	DONGFENG	643,045	558,338	+15.2%
30	DODGE	641,239	660,636	-2.9%
31	GMC	639,270	651,192	-1.8%
32	LEXUS	627,821	597,393	+5.1%
33	DAIHATSU	581,020	562,101	+3.4%
34	GEELY	549,954	104,173	+427.9%
35	VOLVO	525,412	498,174	+5.5%
36	CHANGAN COMMERCIAL	516,331	444,543	+16.1%
37	BYD	471,417	438,689	+7.5%
38	DACIA	465,035	420,330	+10.6%
39	SEAT	404,732	387,497	+4.4%
40	LAND ROVER	377,878	327,310	+15.4%
41	CHERY	374,517	333,244	+12.4%
42	GAC	372,596	190,153	+95.9%
43	MINI	358,867	334,719	+7.2%
44	JAC	354,896	324,554	+9.3%
45	ZOTYE	323,089	210,777	+53.3%
46	CADILLAC	301,833	272,636	+10.7%
47	HUANSU	268,731	223,327	+20.3%
48	CHRYSLER	263,447	359,220	-26.7%
49	LADA	255,977	237,634	+7.7%
50	MAHINDRA	250,831	234,676	+6.9%

Toyota maintained its leading position as the world's most popular car brand, despite losing ground in the US and China. Overall it increased sales during 2016 thanks to strong results in emerging markets such as Indonesia and Mexico.

Despite the emissions issue, the Volkswagen brand increased its sales by 2.8% during 2016. Its Chinese operations remained largely unaffected by the scandal, with its sales continuing to grow. This allowed the brand to offset significant declines in Brazil, the US and Russia. In contrast, in Europe, Volkswagen posted the highest market share drop of any brand as a result of the issue.

Honda, Kia and Mercedes were the best performers in the top 10, as a result of their latest launches capitalising on the [SUV boom](#).

Other brands which experienced notable growth in 2016 include:

- Renault's performance was boosted by a 28.1% increase on its SUV sales, and its dramatic improvement in India where it experienced a 146% increase in registrations due to the popularity of the Kwid.
- Buick's Chinese sales accounted for 82% of its global results and its Excelle compact sedan was the country's third best-selling car.
- Jeep's performance was boosted by the popularity of the Renegade B-SUV and as a result the brand increased its sales in the US, became a market leader in Brazil, and sold more than 100k units in Europe.

## TOP SELLING MODELS

	CARS & PICKUPS	2016	Var. 15-16
1	FORD F-SERIES	986,660	+7.7%
2	TOYOTA COROLLA	952,576	+0.9%
3	VOLKSWAGEN GOLF/GTI	859,845	-8.2%
4	WULING HONGGUANG	847,202	-0.3%
5	NISSAN X-TRAIL/ROGUE	766,729	+23.4%
6	HYUNDAI AVANTE/ELANTRA/I35	765,996	+4.3%
7	FORD FOCUS	732,893	-11.1%
8	HONDA HR-V/XR-V/VEZEL	724,769	+38.4%
9	HONDA CR-V	707,890	+2.3%
10	TOYOTA RAV4	701,756	+11.7%
11	HONDA CIVIC	667,203	+19.9%
12	CHEVROLET SILVERADO	633,995	-4.2%
13	FORD ESCAPE/KUGA	620,934	-0.8%
14	TOYOTA CAMRY/AURION	605,426	-10.2%
15	VOLKSWAGEN POLO HB	601,096	+0.7%
16	RAM PICKUP	594,097	+6.1%
17	VW BORA/JETTA/SAGITAR/VENTO	588,213	+4.8%
18	GREAT WALL HAVAL/HOVER H6	582,008	+56.0%
19	HYUNDAI TUCSON III	577,036	+130.8%
20	HONDA ACCORD	519,789	-4.0%
21	VOLKSWAGEN TIGUAN	517,156	+5.0%
22	KIA SPORTAGE/KX5	503,306	+27.2%
23	BUICK EXCELLE	495,509	+8.4%
24	SUZUKI SWIFT	493,538	-13.2%
25	CHEVROLET CRUZE	489,885	-16.7%
26	FORD FUSION/MONDEO	478,545	-11.4%
27	VOLKSWAGEN LAVIDA	475,452	+33.7%
28	HONDA JAZZ/FIT	473,860	-1.7%
29	MERCEDES C-CLASS	463,426	+3.8%
30	FORD FIESTA	447,721	-16.6%
31	MAZDA 3/AXELA	440,480	+2.4%
32	NISSAN QASHQAI/ROGUE SPORT	430,283	+24.4%
33	SKODA OCTAVIA	427,077	+3.5%
34	BMW SERIES 3	426,140	-4.2%
35	HYUNDAI ACCENT/VERNA/I25/SOLARIS	423,333	-10.0%
36	VW PASSAT EU/MAGOTAN	422,998	-1.8%
37	KIA CERATO/FORTE/K3	420,604	+20.4%
38	KIA RIO/PRIDE/K2	394,521	+4.2%
39	NISSAN SYLPHY CLASSIC/ALMERA	377,971	+2.0%
40	BAOJUN 730	370,169	+15.3%
41	CHEVROLET MALIBU	361,106	+15.0%
42	RENAULT CLIO IV	357,815	+2.3%
43	AUDI A3	357,549	-0.9%
44	JEEP CHEROKEE	355,403	+19.8%
45	TOYOTA PRIUS	354,511	+69.4%
46	TOYOTA HILUX	352,065	+0.8%
47	MAZDA CX-5	351,294	-1.2%
48	HYUNDAI SONATA/I45	347,718	-11.7%
49	HYUNDAI I10/GRAND/XCENT	344,420	-2.3%
50	VOLKSWAGEN JETTA (CHINA)	341,943	+25.6%

Demand in the US for large pickups continued to fuel the success of the Ford F-Series and as a result it became the world's best-selling car.

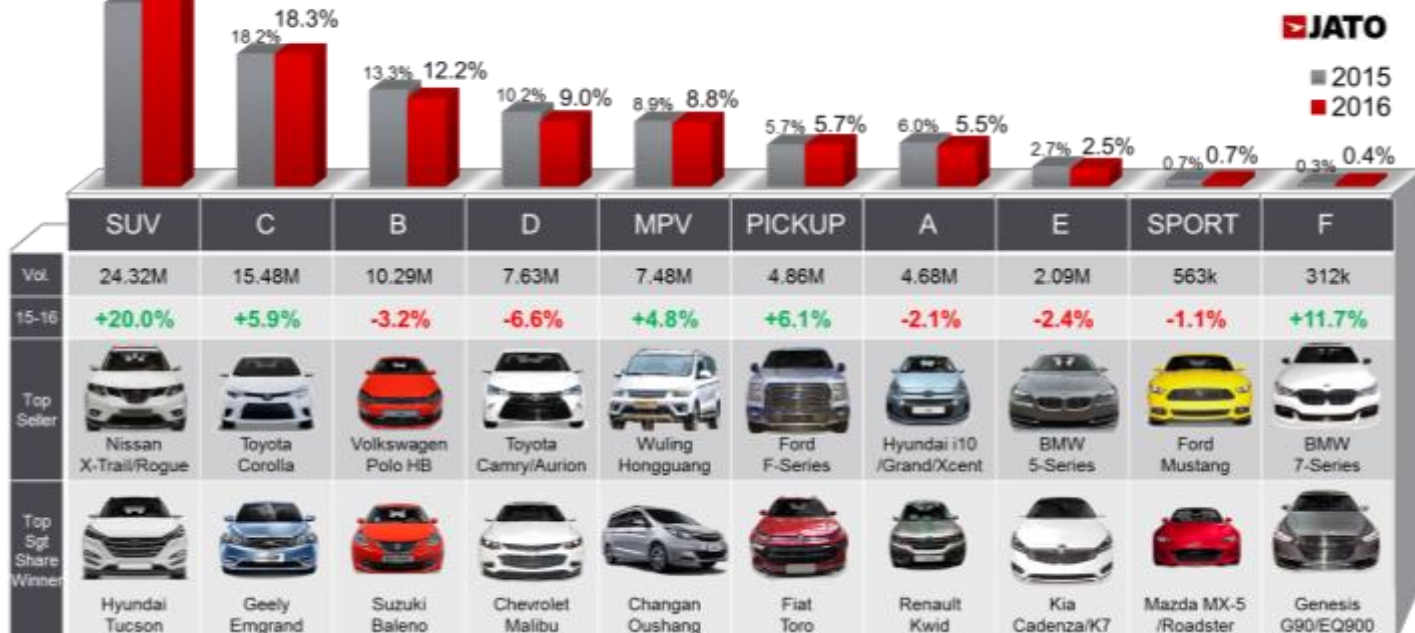
Meanwhile, the Volkswagen Golf suffered a dip in demand in its largest market, Europe, as a consequence of stronger competition and the impact of the emissions issue.

2016's best-selling SUV was the Nissan X-Trail/Rogue, which overtook the Honda CR-V – which had occupied the lead position for some years as a result of strong growth in the US, China and Europe. Other big increases include the Honda HR-V (aka XR-V or Vezel), the Great Wall Hover midsize SUV and the twins Hyundai Tucson – Kia Sportage.

The segment ranking indicates that SUVs were the largest drivers of growth, with its volume accounting for almost 29% of all cars, pickups and LCVs sold last year. The majority of these registrations were in the C-SUV subsegment, but the smallest subsegment (B-SUV) posted the highest growth of 28.0%.

“SUVs have continued to take market share away from traditional segments, and this trend isn't restricted to particular markets – it's a trend that we've seen on a global scale and expect to continue in 2017,” concluded Munoz.

## 2016 SALES BY SEGMENTS



-Ends-

### Contact:

Felipe Munoz, +39 345 388 01 76, [felipe.munoz@jato.com](mailto:felipe.munoz@jato.com)

Hannah Thompson, +44 (0) 203 617 7240, [jatoteam@firstlightpr.com](mailto:jatoteam@firstlightpr.com)

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