2005 Edition

Analysis & Statistics

THE FRENCH AUTOMOTIVE INDUSTRY

Comité des Constructeurs Français d'Automobiles

2005 Edition
The French Automotive Industry

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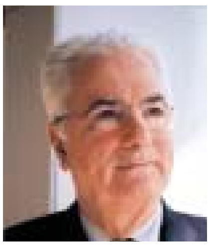
GROWTH IN VOLUMES WILL COME FROM OUTSIDE EUROPE



Manuel J. Gomez
Chairman, CCFA

Describe the French automotive industry in 2004 for us.
>> Manuel J.Gomez: Once again, the French automotive industry delivered an outstanding performance, producing a record six million vehicles in 2004. In another record, it contributed €12.7 billion to France's foreign trade balance, well ahead of agribusiness and aviation. Despite the increasingly challenging environment, passenger car sales were stable at 2 million units in France. In Western Europe, trends varied by country, but overall sales increased 2% to 14.5 million units (16.5 million passenger cars and light commercial vehicles). One in five vehicles sold in Europe excluding France is a French make, rising to one in four when the domestic market is included. French automobile manufacturers boasted a market share of 28% outside Western Europe, with a significant proportion of the growth in French sales derived from "overseas" markets–which are expected to account for one-third of French make cars production in the near future. And in the area of heavy trucks, Renault Trucks expanded its outlets in 2004 thanks to "distant" international markets, up 42%.

What factors underpin the success of French automobile manufacturers?
>> M.G.: Development is built on solid foundations, something that the French automotive industry has. That's what allows them to invest, especially in innovation, which in turn makes it possible for French manufacturers

WORLD

9.3%
Share of French automobile manufacturers in world production

47%
Growth in production by French automobile manufacturers over seven years

55%
of global motor vehicle production by French automobile manufactures comes from French plants

3 OUT OF 4
vehicles sold by French automobile manufacturers sold outside France

3 OUT OF 8
vehicles sold by French automobile manufacturers outside France sold outside Western Europe

“The automotive industry is the biggest contributor to France’s foreign trade balance.”

to develop in growth areas like the Central and Eastern European countries, where they have roughly the same market share as in Western Europe, Latin America and North Africa. Capital spending is what lets manufacturers offset–at least in part–the impact of exchange rates and customs barriers by manufacturing vehicles locally. French manufacturers are expanding their well-established presence in many of these countries, including Iran, China, Slovakia and the Czech Republic for PSA Peugeot Citroën and Turkey, Morocco, Colombia, Romania, Russia and India for Renault.
At the same time, greenfield production facilities are being built in different countries. Let’s take this opportunity to put to rest the specter of offshoring. It’s more accurate to say that we’re creating a local presence in these markets to establish ourselves there, rather than trying to get around any hurdles encountered in Europe, or even France. Fifty-five percent of the global production of French manufacturers takes place in France, even though the domestic market only accounts for 25% of sales. And although investment is becoming more international, the domestic market is still the main recipient, far ahead of other countries. Sales of parts and equipment to plants outside France are also significant. But it will take time for these new markets to reach maturity.

How are French manufacturers positioned in an environment shaped by strong globalization of markets?
>> M.G.: The ability of French manufacturers to make small and mid-range vehicles is a strength to be leveraged. PSA Peugeot Citroën is making the most of expansion through the diversity of its range, while Renault has developed the Logan, designed specifically with international sales in mind. Today’s culture is clearly focused on “a car to meet every need.”

EUROPE

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

2.2 MILLION
people employed in the automotive industry in the EU-25 in 2002

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

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

“Competitiveness could be undermined by **cumbersome regulations that place an unfair burden on European industry.”**

That’s what makes their strategic choices to meet the demand for diversity so critical–diversity is both an industrial necessity and a marketing strength. The French automotive industry stands out because of the wide array of planks on which its strategy is built. The success of the past 20 years is built on the variety of approaches, as well as on quality, for example. But because good health is never a given, we have to continually improve our creativity, innovation capacity and competitiveness. This competitiveness could be undermined if regulations become too cumbersome and place an unfair burden on European industry, which is already subject to increasingly stringent manufacturing and product requirements, especially in the area of the environment. American and Japanese manufacturers have much more freedom.

Tell us about the outlook for 2005.
>> M.G.: So far this year, the French automotive industry is outperforming its European peers. Both PSA Peugeot Citroën and Renault can expect to do more than just maintain their positions, a feat that is particularly remarkable in an environment where markets are more open, competition is tougher and requirements are more stringent. The end result is that growth in volumes will come from outside Europe. In addition, manufacturers are facing higher raw materials prices and users, higher fuel prices. These factors are adversely affecting the automotive industry, which is also dealing with a number of major challenges, such as road safety, pollution, greenhouse gas emissions, noise, city center congestion and end-of-life vehicles. The French automotive industry is making significant advances in all these areas, as part of its long-standing continuous improvement process. It is also contributing to a healthy economy and social progress in France. All in all, the automobile has a long, bright future ahead.

MANUEL J. GOMEZ

FRANCE

The automotive industry is:

NO. 1

THE BIGGEST CONTRIBUTOR
to France’s foreign trade balance, with revenues of €12.7 billion

THE LARGEST R&D BUDGET
(2002) of any French industry

THE LARGEST CUSTOMER
of several major industrial sectors (casting, plastics, industrial metal services, etc.)

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

89%
of inland passenger transportation takes place by road

80%
of inland transportation of goods takes place by road haulage

47%

Growth in global production by French automobile manufacturers since 1997

EIGHTH CONSECUTIVE YEAR OF GROWTH FOR FRENCH AUTOMOBILE MANUFACTURERS IN 2004

In 2004, worldwide production by French automobile manufacturers continued to expand, rising 3.3% to nearly 6 million vehicles. The increase since 1997 has been significant, reaching 47% over the seven-year period, or an additional 1.9 million vehicles. French automobile manufacturers achieved these results by leveraging both their domestic manufacturing sites and their facilities in other countries. Substantial investment in France and a much higher utilization rate saw output raised by an additional 770,000 vehicles. Automobile manufacturers also reorganized and expanded their plants in the rest of the world and built new ones, lifting output by more than 1.1 million vehicles.

In France, sales grew by nearly 300,000 vehicles between 1997 and 2004, despite tougher competition and a selective sales strategy. Western Europe excluding France accounted for an increase in sales of more than 600,000 units over the same period. The international development strategy outside Western Europe is producing results, and this region now accounts for the highest growth, with sales over the period increasing by 850,000 units, of which 142,000 in 2002, 160,000 in 2003 and 265,000 in 2004.

KEY DATA

In thousands	1997	2003	2004	% change 2004/2003	% change 2004/1997
World production of French manufacturers	4,046	5,748	5,938	3.3%	46.8%
Passenger cars	3,472	5,044	5,168	2.5%	48.9%
Light commercial vehicles	507	658	717	8.9%	41.3%
Total light vehicles	3,979	5,702	5,885	3.2%	47.9%
Heavy trucks (at constant scope)	36	46	52	14.6%	46.5%
Production of French manufacturers in France	2,525	3,248	3,293	1.4%	30.4%
Passenger cars	2,235	2,883	2,892	0.3%	29.4%
Light commercial vehicles	258	328	361	10.0%	40.2%
Total light vehicles	2,493	3,212	3,253	1.3%	30.5%
Heavy trucks	30	36	40	10.4%	35.2%
French automotive exports	2,822	4,046	4,269	5.5%	51.3%
Passenger cars	2,526	3,638	3,820	5.0%	51.2%
Light commercial vehicles	276	380	416	9.4%	50.6%
Total light vehicles	2,802	4,018	4,235	5.4%	51.1%
Heavy trucks	20	28	34	21.7%	70.8%
Automotive exports outside France (17 countries)	659	1,246	1,510	21.3%	129.3%
Passenger cars	563	1,130	1,366	20.9%	142.8%
Light commercial vehicles	88	104	129	23.3%	45.5%
Total light vehicles	651	1,234	1,495	21.1%	129.6%
Heavy trucks	8	11	16	41.7%	103.7%
Registrations in France	2,068	2,441	2,474	1.3%	19.6%
Passenger cars	1,713	2,009	2,014	0.2%	17.6%
Light commercial vehicles	313	382	408	7.0%	30.6%
Total light vehicles	2,026	2,391	2,422	1.3%	19.6%
Heavy trucks	39.3	45.5	47.2	3.8%	20.1%
Coaches and buses	3.1	4.4	4.2	–3.4%	34.9%
French-make automobile registrations in Europe (17 countries)	3,300	4,267	4,219	–1.1%	27.8%
Passenger cars	2,841	3,610	3,525	–2.4%	24.1%
Light commercial vehicles	432	623	658	5.6%	52.4%
Total light vehicles	3,273	4,233	4,183	–1.2%	27.8%
Heavy trucks	27	34	36	5.9%	31.6%

MARKET SHARE OF FRENCH MAKES (NEW LIGHT VEHICLES)

	2003	2004	Change 2004/2003
France	61.5%	60.5%	–1.0 points
Europe (excluding France)	20.3%	19.4%	–1.0 points
All Europe	26.5%	25.4%	–1.1 points

MARKET SHARE OF FRENCH MAKES (NEW HEAVY TRUCKS)

	2003	2004	Change 2004/2003
Europe	11.4%	11.3%	–0.1 points

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

	2003	2004	Change 2004/2003
Passenger cars	12.0%	11.7%	–0.3 points
Commercial vehicles	3.8%	3.9%	+0.1 points
Total	9.5%	9.3%	–0.2 points

FRENCH AUTOMOTIVE EXTERNAL TRADE

In € billions	2003	2004	Change 2004/2003
Exports	48.7	54.0	+10.9%
Imports	36.9	41.3	+11.9%
Balance	11.8	12.7	+7.8%

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

In € billions	2003	2004	Change 2004/2003
Sales	91.8	97.5	+6.3%
Capital expenditure	5.7	5.9	+4.0%
Employees (in thousands)	331	338	+2.2%

AUTOMOTIVE INDUSTRY CONTRIBUTION TO FOREIGN TRADE GOODS BALANCE

	2003	2004	Variation 2004/2003
Exports	15.1%	15.8%	+0.7 points
Imports	11.3%	11.6%	+0.3 points

JOBS RELATED TO THE AUTOMOTIVE INDUSTRY

(in thousands of people)	2004
Automotive industry, direct	301
As a % of the manufacturing and energy industry	10%
Total (direct and indirect)	2,469
As a % of the employed working population	10%

In 2004, the global economy grew by more than 4%, outpacing 2003 thanks to further assertive expansion in emerging countries in Latin America, Asia and Eastern Europe and stronger growth in the United States and Japan. Growth in the euro zone was also higher than in 2003, although it remained below 2%. This economic environment saw the global automotive market grow by more than 5% to over 62 million vehicles. Automotive markets in Western Europe grew by 3%, remaining at high levels, buoyed by the excellent results reported by commercial vehicles. French automobile manufacturers, who are very active in this region, maintained their market share despite stiffer competition and a selective sales strategy.

High demand for cars drove overall growth in Eastern Europe. French automobile manufacturers are expanding both their marketing and production operations in the region, whose markets are forecast to enjoy further growth.
Asia, led by China, India, Indonesia, Thailand, Taiwan and Iran, enjoyed sustained growth and saw its automotive markets expand strongly. French manufacturers were able to increase their sales.
In Latin America, the continuing economic upturn was reflected in significantly higher sales by French manufacturers in Brazil, Argentina, Colombia and Mexico.

WORLD MOTOR VEHICLE PRODUCTION

64.2
million World motor vehicle production in 2004

Global motor vehicle production rose by 5.8% to more than 64 million units, an increase of 3.5 million units on 2003.
North American production was stable with growth of 0.1%, while EU-15 output was up by a slight 0.5%. Strong growth in Turkey, Russia and Poland drove a 4.1% increase in European vehicle production, representing an additional 800,000 units. Although China accounted for 70% of growth in 2003, its contribution was lower in 2004–an additional 600,000 units, or 18% of global growth. The Asia/Pacific region saw production expand by close to 10%, or 2.1 million additional units, making up 60% of the increase in world motor vehicle production. In particular, strong growth was reported in India, Indonesia, Iran and Thailand.
Production in Latin America, excluding Mexico, was a very healthy 26%, for an additional 500,000 units, led by Argentina and Brazil.

WORLD MOTOR VEHICLE PRODUCTION

	Passenger cars				Commercial vehicles				Total production		Change
	2003 Thousands	%	2004 Thousands	%	2003 Thousands	%	2004 Thousands	%	2003 Thousands	2004 Thousands	2004/2003 %
Europe	17,237	41.1	17,822	40.3	2,764	14.8	3,008	15.1	20,000	20,830	4.1
of which:											
Western Europe	14,602	34.8	14,664	33.2	2,176	11.6	2,190	11.0	16,778	16,854	0.5
Germany	5,145	12.3	5,192	11.7	361	1.9	378	1.9	5,507	5,570	1.1
Belgium	792	1.9	857	1.9	113	0.6	43	0.2	904	900	–0.5
Spain	2,399	5.7	2,402	5.4	630	3.4	609	3.1	3,030	3,011	–0.6
France	3,220	7.7	3,227	7.3	400	2.1	439	2.2	3,620	3,666	1.3
Italy	1,026	2.4	834	1.9	295	1.6	308	1.5	1,322	1,142	–13.6
United Kingdom	1,658	3.9	1,647	3.7	189	1.0	209	1.0	1,846	1,856	0.5
Sweden	280	0.7	290	0.7	43	0.2	48	0.2	323	339	4.9
Central and Eastern Europe	2,340	5.6	2,710	6.1	349	1.9	442	2.2	2,689	3,152	17.2
Turkey	294	0.7	447	1.0	239	1.3	376	1.9	533	823	54.4
North and South America	8,267	19.7	8,351	18.9	10,013	53.6	10,476	52.5	18,280	18,827	3.0
of which:											
NAFTA (1)	6,625	15.8	6,359	14.4	9,619	51.5	9,905	49.7	16,243	16,265	0.1
South America	1,642	3.9	1,992	4.5	395	2.1	570	2.9	2,037	2,562	25.8
Asia/Pacific	16,198	38.6	17,768	40.2	5,789	31.0	6,319	31.7	21,987	24,087	9.6
of which:											
Japan	8,478	20.2	8,720	19.7	1,808	9.7	1,791	9.0	10,286	10,512	2.2
China	2,019	4.8	2,316	5.2	2,425	13.0	2,754	13.8	4,444	5,071	14.1
South Korea	2,768	6.6	3,123	7.1	410	2.2	347	1.7	3,178	3,469	9.2
Africa	267	0.6	288	0.7	129	0.7	134	0.7	396	422	6.6
TOTAL	41,969	100.0	44,228	100.0	18,695	100.0	19,937	100.0	60,663	64,165	5.8
Change 2004/2003	+5.4%				+6.6%				+5.8%		

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

Passenger car output rose 5.4% overall in 2004, with a 4% decline in North America, a 3.4% increase in Europe and a jump of close to 10% in the Asia/Pacific region.
The 6.6% increase in commercial vehicle production outpaced the rise in passenger car output. Production rose in all regions, with the increase ranging from 4.6% in North and South America to 9% in Europe and the Asia/Pacific region.
Although production climbed in nearly all Asian and Latin American countries, trends varied in Europe, where a significant 14% fall in Italy contrasted with growth of just over 1% in Germany and France.

WORLDWIDE AUTOMOBILE MANUFACTURER RANKINGS

9.3%

Share of French automobile manufacturers in world motor vehicle production in 2004

Led by sustained organic growth, PSA Peugeot Citroën produced more than 3.4 million vehicles and is now firmly positioned as the world's sixth largest automobile manufacturer.
Renault, which benefited from organic growth and acquisitions, increased its production to close to 2.5 million units. It is the world's tenth-ranked automobile manufacturer.
Production by French automobile manufacturers accounted for 9.3% of global output, the same as in 9.3% in 2000 and up from just 7.3% in 1997.

2004 CONSOLIDATED WORLDWIDE PRODUCTION, IN NUMBER OF VEHICLES

Manufacturer	Rank	Total production	Passenger cars	Commercial vehicles (1)	Heavy trucks (1)	Coaches and buses (1)
		Thousands	Thousands	Thousands	Thousands	Thousands
General Motors (Opel-Vauxhall)	1	8,067	4,503	3,531	33	–
Toyota	2	6,815	5,870	676	231	38
Ford (Jaguar-Volvo cars)	3	6,644	3,497	3,072	74	1
Volkswagen Group	4	5,095	4,893	169	29	5
DaimlerChrysler (including Evobus)	5	4,628	1,914	2,368	299	47
PSA Peugeot Citroën	6	3,405	3,005	401	–	–
Honda	7	3,237	3,183	54	–	–
Nissan	8	3,190	2,424	616	146	4
Hyundai-Kia	9	2,766	2,378	147	129	113
Renault-Dacia-Samsung	10	2,472	2,164	308	–	–
Fiat-Iveco-Irisbus (2)	11	2,120	1,584	385	120	31
Suzuki-Maruti	12	1,977	1,639	337	–	–
Mitsubishi	13	1,429	1,111	311	7	–
Mazda	14	1,275	1,043	228	4	–
BMW (including Mini)	15	1,250	1,250	–	–	–
Daihatsu	16	965	785	173	7	–
GM-Daewoo (including DIMC)	17	899	869	15	4	11
Avtovaz	18	718	718	–	–	–
Fuji (Subaru)	19	601	513	88	–	–
FAW Group (excluding VW, Toyota, Mazda)	20	587	50	403	125	9
Beijing AIG	21	539	–	539	–	–
Isuzu	22	500	15	50	433	3
Dongfeng (excluding Citroën)	23	442	–	252	180	10
Chana Automobile Liability	24	419	–	419	–	–
Tata (Telco)	25	379	179	131	10	59
SAIC (excluding GM & VW)	26	309	–	309	–	–
Gaz	27	214	66	149	–	–
Harbin Hafei Automotive	28	206	–	206	–	–
Volvo-Renault Trucks-Mack	29	191	–	8	175	8
Mahindra&Mahindra	30	185	79	67	36	3
Ssangyong	31	144	132	4	–	9
Anhui Jianghuai Auto	32	131	–	119	–	12
Navistar	33	126	–	–	110	16
Paccar-Daf	34	125	–	–	125	–
Jinbei Auto Holding	35	111	–	111	–	–
MG Rover	36	106	106	0	–	–
Changhe Aircraft Industrie	37	104	–	104	–	–
Ijmach-Avto	38	96	83	14	–	–
Hino	39	95	–	5	84	6
Nanjing Auto	40	95	95	–	–	–
Zhejiang Geely	41	92	–	92	–	–
Porsche	42	84	84	–	–	–
Chery Auto	43	80	80	–	–	–
MAN-ERF-NEOMAN Bus	44	70	–	–	64	6
Kamaz	45	70	41	–	29	–
UAZ	46	67	31	36	–	–
Scania	47	59	–	–	53	6
Soueast Auto Industrial	48	58	–	58	–	–
Great Wall Motor	49	55	55	–	–	–
Nissan Diesel	50	40	–	1	38	2
Evobus		8	–	–	–	8
Irisbus (2)		6	–	–	–	6
Total above manufacturers		63,329	44,435	15,953	2,545	396
Other (China, India, Russia, Poland, Turkey, etc.)		836				
TOTAL 2004		64,165				

(1) Non-standard weight limits. .
(2) Some Irisbus production is included in Fiat-Iveco's consolidated production.

Source: OICA, CCFA.

Buoyant growth in output in Asia favored manufacturers in this region. In contrast, stable production in North America and the EU-15 affected American manufacturers more adversely than European manufacturers, who were able to leverage their more numerous overseas facilities.
While General Motors maintained its top ranking, Toyota overtook Ford for the no. 2 spot and the other Asian manufacturers, including Nissan, Honda, Suzuki-Maruti and Mazda, further raised their output.
With the exception of Rover, European manufacturers upped production, ranging from 1 to 2% for Volkswagen and Fiat, 3% for PSA Peugeot Citroën and 4% for Renault-Dacia-Samsung to over 9% for DaimlerChrysler and BMW.

EXPORTS BY MAJOR AUTOMOTIVE COUNTRY

48%

Share of exported vehicles in Japanese production in 2004

World vehicle exports increased by more than 6% to 28 million units in 2004, at approximately the same rate as world production.

All regions reported growth, with exports by the United States and Canada up 11% to 1.8 million units and by Japan–the world's leading exporter–up 4% to 5 million units. EU-15 exports outside its borders climbed 9% to 4.5 million units, while South Korea's exports soared 31% to nearly 2.4 million units.

EXPORTS	Passenger cars				Commercial vehicles				Total		Change
	2003 Thousands	%	2004 Thousands	%	2003 Thousands	%	2004 Thousands	%	2003 Thousands	2004 Thousands	2004/2003 %
Germany	3,666	16	3,667	15	247	6	258	6	3,913	3,924	+0.3
Spain	1,961	9	1,968	8	534	13	512	12	2,496	2,480	–0.6
France (1)	3,638	16	3,820	16	407	10	449	11	4,046	4,269	+5.5
Italy	502	2	378	2	201	5	218	5	704	596	–15.3
United Kingdom	1,144	5	1,180	5	103	3	128	3	1,247	1,308	+4.9
Sweden (1)	466	2	519	2	113	3	129	3	578	648	+12.1
EU-15 outside EU (2)	3,782	17	4,099	17	350	9	408	10	4,131	4,506	+9.1
USA – Canada	1,278	6	1,422	6	334	8	372	9	1,611	1,794	+11.3
South Korea	1,720	8	2,277	10	95	2	103	2	1,815	2,380	+31.1
Japan	4,080	18	4,214	18	676	17	744	18	4,756	4,958	+4.2
Other exporting countries	3,973	18	4,478	19	1,268	32	1,327	31	5,241	5,804	+10.8
Total world exports	**22,428**	**100**	**23,921**	**100**	**3,978**	**100**	**4,239**	**100**	**26,406**	**28,160**	**+6.6**
Change 2004/2003	+6.7%				+6.6%				+6.6%		

(1) Based on worldwide production of national manufacturers.
(2) Estimates.
Source: OICA, CCFA.

European exports continued to rise, supported by sustained trade outside the EU-15 (up 9% to 4.5 million units) that amounted to 32% of EU-15 auto sales, compared to less than 30% in 2003. South Korean exports climbed significantly for the second year in a row, rising 31% to 2.4 million units, representing more than 8% of world exports.

Manufacturers based in the United States and Canada continued to focus on their domestic markets. Their exports totaled 1.8 million units, equivalent to 12% of their production.

Exports by other automotive countries varied. Although exports by Spain and Mexico declined 1% and Italian exports slumped 15%, they rose significantly in Argentina, Brazil, Turkey and Poland. China and India experienced assertive growth, although volumes were relatively small.

THE GLOBAL AUTOMOTIVE MARKET

32%
NAFTA share of global sales in 2004

New vehicle registrations rose nearly 5% to 62.5 million in 2004, breaking the 60 million mark for the first time. Although sales rose in all regions, growth rates were low in the leading industrialized countries, where the vehicle ownership rate has reached maturity. In contrast, Eastern Europe, Asia (excluding South Korea and Japan), South America and Africa experienced strong increases.
In the United States, high household spending and marketing incentives sustained sales, which remained close to record levels.
In Western Europe, commercial vehicle registrations climbed 9%, significantly outpacing passenger cars, which rose 2%. In the leading countries, registrations were stable (United Kingdom) or up slightly (1% in Germany, Italy and France). The Spanish market expanded 10%.
Sales in Japan, which were low, were stable, while sales in South Korea contracted significantly for the second year in a row, shrinking 16%.
In a number of countries such as China, India, Indonesia, Thailand, Taiwan and Iran, automobile ownership continued to spread and markets enjoyed significant growth.
In addition, after sliding in 2001 and 2002, sales continued to recover in Argentina and Turkey.

WORLD MARKETS	Passenger cars				Commercial vehicles				Total		Change
	2003 Thousands	%	2004 Thousands	%	2003 Thousands	%	2004 Thousands	%	2003 Thousands	2004 Thousands	2004/2003 %
Europe	16,850	42.8	17,643	42.6	2,728	13.7	3,071	14.5	19,578	20,714	+5.8
of which:											
Western Europe	14,204	36.1	14,511	35.0	2,100	10.5	2,291	10.8	16,304	16,803	+3.1
Central and Eastern Europe	2,646	6.7	3,132	7.6	628	3.2	779	3.7	3,274	3,911	+19.4
North and South America	10,961	27.8	11,151	26.9	10,917	54.8	11,502	54.4	21,878	22,652	+3.5
of which:											
NAFTA (1)	9,193	23.3	9,050	21.9	10,429	52.3	10,930	51.7	19,622	19,980	+1.8
USA	7,637	19.4	7,489	18.1	9,357	47.0	9,793	46.3	16,994	17,282	+1.7
South America	1,767	4.5	2,100	5.1	488	2.5	572	2.7	2,256	2,672	+18.5
Asia/Pacific	11,070	28.1	12,008	29.0	6,034	30.3	6,272	29.7	17,104	18,280	+6.9
of which:											
South Korea	1,025	2.6	885	2.1	324	1.6	245	1.2	1,349	1,129	–16.3
Japan	4,460	11.3	4,768	11.5	1,368	6.9	1,085	5.1	5,828	5,853	+0.4
Africa	511	1.3	605	1.5	248	1.2	284	1.3	759	890	+17.2
TOTAL	39,391	100.0	41,408	100.0	19,928	100.0	21,128	100.0	59,319	62,536	+5.4
Change 2004/2003	5.1%				6.0%				5.4%		

(1) NAFTA: Canada, the United States and Mexico.

Source: CCFA.

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

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

18.3

million vehicles produced in the EU-25 in 2004, the world's largest automotive region

The EU-25 remained an open market in 2004, with exports continuing to expand, especially to the Community of Independent States and Turkey.
The United States and Canada is the second largest producing region; however, to meet demand in the world's leading market, increasingly large numbers of automobiles are imported, especially light commercial vehicles.
In Japan, the diversification of markets for the domestic automotive industry (Europe and Asia) largely offset the decline in exports to North America. Imports still account for less than 5% of total registrations.

PASSENGER CARS

	European Union (1)		USA and Canada (2)		Japan	
	thousands	index (100=1990)	thousands	index (100=1990)	thousands	index (100=1990)
Production						
1970	9,876	78	7,474	105	3,179	33
1980	10,166	80	7,196	101	7,038	72
1990	12,726	100	7,150	100	9,753	100
2000	14,779	116	7,092	99	8,359	86
2004	16,034	126	5,565	78	8,720	89

	thousands	% of total production	thousands	% of total production	thousands	% of total production
Imports (3)						
1970	148	1%	1,464	20%	19	1%
1980	800	8%	2,713	38%	46	1%
1990	1,495	12%	3,029	42%	186	2%
2000	2,629	18%	2,225	31%	268	3%
2004	2,430	15%	2,472	44%	268	3%

	thousands	% of total production	thousands	% of total production	thousands	% of total production
Exports (3)						
1970	2,397	24%	49	1%	726	23%
1980	1,973	19%	107	1%	3,947	56%
1990	1,732	14%	288	4%	4,482	46%
2000	2,715	18%	1,130	16%	3,796	45%
2004	3,214	20%	1,422	26%	4,214	48%

COMMERCIAL VEHICLES

	European Union (1)		USA and Canada (2)		Japan	
	thousands	index (100=1990)	thousands	index (100=1990)	thousands	index (100=1990)
Production						
1970	1,180	74	1,734	38	2,110	60
1980	1,600	100	2,138	47	4,005	113
1990	1,598	100	4,553	100	3,539	100
2000	2,327	146	8,669	190	1,782	50
2004	2,293	144	9,135	201	1,791	51

	thousands	% of total production	thousands	% of total production	thousands	% of total production
Imports (3)						
1970			47	3%	0	0%
1980	101	6%	125	6%	1	0%
1990	258	16%	399	9%	1	0%
2000	242	10%	915	11%	8	0%
2004	380	17%	1,302	14%	4	0%

	thousands	% of total production	thousands	% of total production	thousands	% of total production
Exports (3)						
1970			64	4%	361	17%
1980	362	23%	114	5%	2,020	50%
1990	179	11%	32	1%	1,349	38%
2000	248	11%	339	4%	659	37%
2004	289	13%	372	4%	744	42%

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

(2) Source: Ward's Automotive Reports as of 1999.

(3) Intra-European Union trade not included.

Source: Eurostat, CCFA since 1991.

Trends in the three leading global automotive markets have contrasted sharply since 1990.
In the European Union, vehicle production has grown by close to 28%, while trade, which was already high, has continued to expand and is now posting a slight surplus.
Output has risen by 26% in the United States and Canada over the period, thanks to the success of light commercial vehicles. Imports, already high in 1990, remained so for the same reason. Exports have more than quintupled since 1990, but still account for just slightly more than 12% of production, compared with 21% for the European Union and 48% for Japan.
Vehicle production has plunged more than 20% since 1990 in Japan, mainly due to the lackluster domestic market and a 15% decline in exports as a result of competition from Japanese transplants abroad.

GLOBAL TRADE IN AUTOMOTIVE PRODUCTS

US$724
billion
Global trade in automotive products in 2003, according to the WTO

According to the World Trade Organization, worldwide trade in automotive products grew a strong 15% to US$724 billion in 2003, following growth of 10% in 2002. Trade in automotive products accounted for 9.9% of global goods exports and 13.3% of global manufactured product exports.
Trade in automotive products within regions stood at more than US$440 billion, or more than 60% of global trade. Trade within the EU-15 accounted for US$246 billion, equivalent to more than half of trade within regions. France sold automotive products worth US$55 billion abroad, representing more than 7% of world exports.

GLOBAL TRADE IN AUTOMOTIVE PRODUCTS

In US$ billions — Exports (FOB) - Imports (CIF) to/from leading global automotive markets

ZONES	World			USA and Canada			European Union (1)			Japan			Other		
COUNTRIES	EXP.	IMP.	Balance	EXP.	IMP.	Balance	EXP.	IMP.	Balance	EXP.	IMP.	Balance	EXP.	IMP.	Balance
USA															
1990	32.6	78.5	–46.0	19.5	27.7	–8.2	2.9	11.5	–8.6	1.5	30.1	–28.6	8.6	9.2	–0.5
2000	67.2	170.2	–103.0	38.2	58.8	–20.5	6.3	28.9	–22.6	2.7	44.5	–41.8	19.9	38.0	–18.1
2003	69.2	181.3	–112.0	39.6	55.0	–15.4	9.1	38.5	–29.4	1.9	43.7	–41.9	18.7	44.1	–25.4
Canada															
1990	28.4	24.6	3.8	27.8	18.9	8.9	0.1	1.0	–0.9	0.1	3.5	–3.4	0.5	1.3	–0.8
2000	60.7	46.3	14.4	59.2	37.6	21.6	0.3	1.7	–1.4	0.1	3.5	–3.4	1.1	3.6	–2.4
2003	57.0	49.0	8.0	55.2	38.5	16.7	0.4	2.2	–1.9	0.1	3.9	–3.8	1.3	4.4	–3.1
EU (1)															
1990	159.5	138.1	21.4	12.4	2.3	10.1	109.4	103.7	5.7	5.2	12.6	–7.4	32.5	19.5	13.0
2000	270.1	231.4	38.7	27.4	5.6	21.9	186.7	186.7	0.0	5.9	14.8	–8.9	50.1	24.3	25.8
2003	371.1	312.7	58.5	40.6	8.0	32.7	246.1	246.1	0.0	6.6	17.4	–10.8	77.8	41.2	36.6
Germany (2)															
1990	68.8	30.3	38.6	8.9	0.9	8.0	39.6	20.2	19.4	4.2	5.2	–1.0	16.1	4.0	12.1
2000	92.2	42.2	49.9	16.6	1.8	14.8	51.0	26.3	24.7	3.9	3.4	0.5	20.6	10.8	9.8
2003	134.2	60.5	73.7												
France (2)															
1990	26.2	21.6	4.6	1.1	0.4	0.7	19.3	18.5	0.8	0.2	0.9	–0.7	5.6	1.8	3.7
2000	39.9	30.5	9.4	0.9	0.4	0.5	31.7	26.3	5.5	0.2	1.2	–1.0	7.0	2.6	4.4
2003	55.0	41.6	13.3												
UK (2)															
1990	14.1	22.8	–8.7	1.6	0.4	1.2	9.6	18.4	–8.8	0.4	2.5	–2.1	2.5	1.5	1.1
2000	25.6	36.1	–10.5	3.9	1.3	2.7	17.8	29.7	–11.9	0.5	3.0	–2.6	3.4	2.1	1.3
2003	23.7	45.2	–21.5												
Italy (2)															
1990	13.0	18.1	–5.1	0.9	0.1	0.8	9.4	16.8	–7.4	0.2	0.1	0.1	2.6	1.1	1.5
2000	18.4	25.3	–7.0	0.9	0.2	0.7	13.3	20.3	–7.1	0.3	1.5	–1.3	4.0	3.3	0.7
2003	22.7	35.3	–12.6												
Spain (2)															
1990	11.7	10.1	1.6												
2000	28.1	26.3	1.8												
2003	40.2	35.4	4.8												
Japan															
1990	66.2	7.3	58.9	34.0	0.9	33.1	11.0	5.8	5.2				21.2	0.6	20.7
2000	88.1	10.0	78.1	47.2	2.3	44.9	13.2	6.0	7.2				27.7	1.6	26.1
2003	102.7	11.1	91.6	47.5	2.0	45.5	17.3	6.3	11.0				38.0	2.9	35.0
South Korea															
1990	2.3	0.9	1.4	1.6	0.2	1.4	0.2	0.2	0.0	0.1	0.5	–0.4	0.5	0.1	0.4
2000	15.2	1.8	13.4	6.2	0.3	5.9	3.0	0.4	2.7	0.2	0.7	–0.5	5.8	0.4	5.4
2002	17.0	2.5	14.5	8.5	0.4	8.1	3.1	0.9	2.1	0.2	0.9	–0.7	5.2	0.3	4.9

(1) For comparison, 15 EU countries have been included since 1993.
The "Other" column includes all countries outside the three major markets.
(2) Since 2001, CCFA has based its estimates of imports and exports for European Union countries on local customs statistics.

Source : GATT/WTO.

The euro's and won's rise against the dollar, which began in 2002, and the yen's rise against the dollar in 2003 are two of the factors that stimulated the sharp growth in global trade in automotive products. EU-15 exports, including within the EU, increased 20% to more than US$370 billion. Expressed in euros, that amounts to less than 1%. Japan's exports were up 11% to US$103 billion. Expressed in yen, that amounts to less than 3%. The World Trade Organization estimated South Korea's 2003 exports at US$22.4 billion, an increase of 31% in dollars and 25% in won.
Germany remained the leading exporter of automotive products, with exports of US$134 billion, representing a market share of more than 18%.

Japan ranked second worldwide, with exports totaling US$103 billion, of which nearly half to North America. With imports underdeveloped, the country reported a trade surplus of US$92 billion. The United States remained the world's largest importer of automotive products, which totaled US$181 billion, of which 24% from Japan.
EU-15 automotive product exports amounted to US$371 billion. Trade within the EU accounted for two-thirds of the total, or US$246 billion.

NEW PASSENGER CAR REGISTRATIONS BY COUNTRY

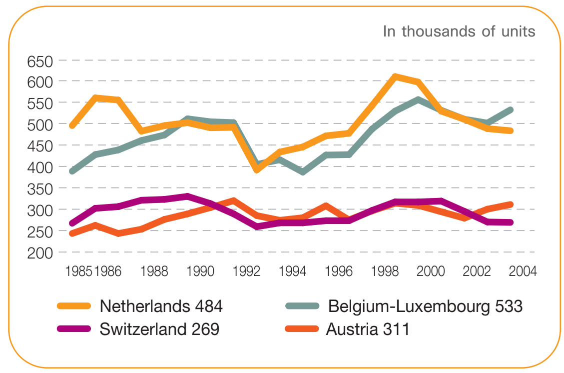
14.5

million new passenger car registrations in Western Europe in 2004

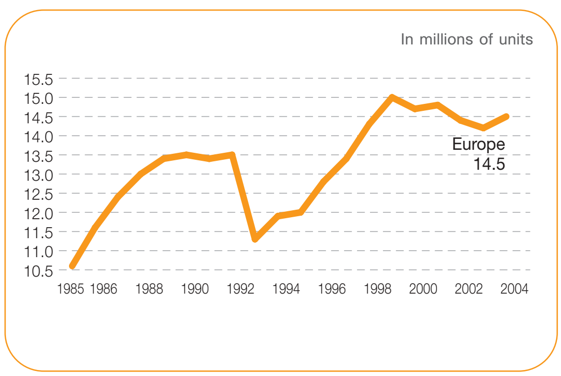
For the seventh consecutive year, new passenger car registrations in Western Europe exceeded 14 million units. They increased 2% to 14.5 million units.

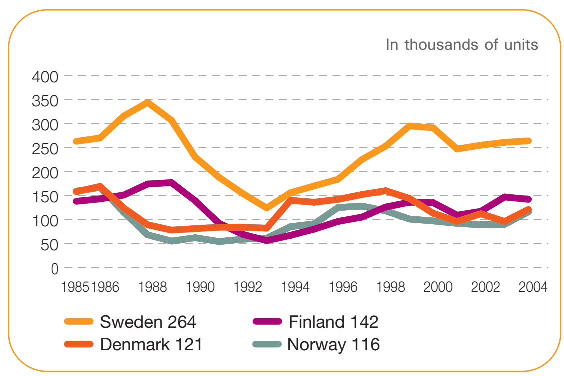
Trends varied by country. Markets remained relatively stable in the leading automotive countries–low in Germany, high in the United Kingdom and close to the long-term average in Italy and France. Spain was the only country to set a new record. The other countries generally reported increases, especially Austria, Belgium and Greece.

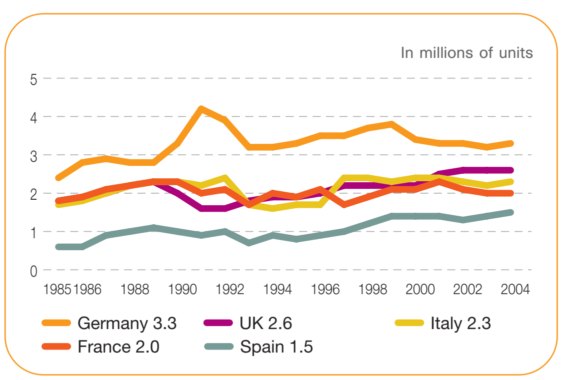
The European market covers 17 countries (the 15 European Union countries plus Switzerland and Norway). Economic conditions and trends are very similar in all these countries. Beginning in 1990, the market includes the former East Germany. Lower oil prices and the expansion of the European Union drove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

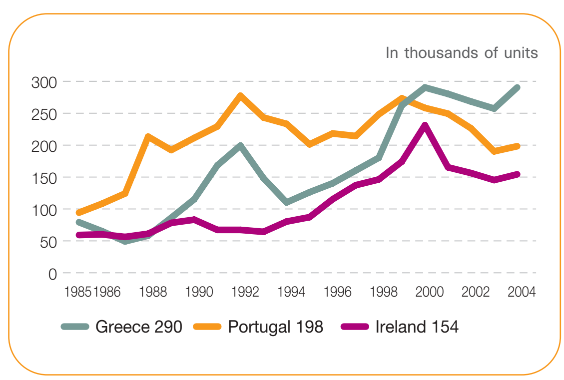


New passenger car registrations in Europe









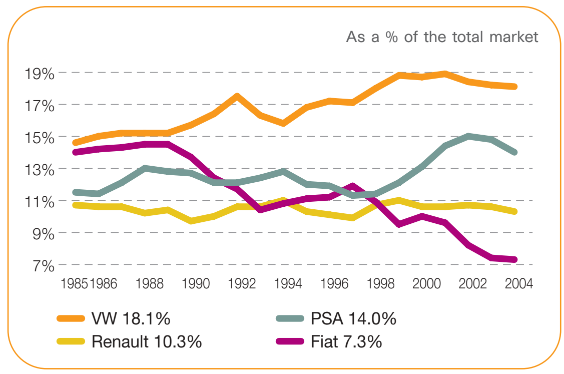
NEW PASSENGER CAR REGISTRATIONS BY GROUP

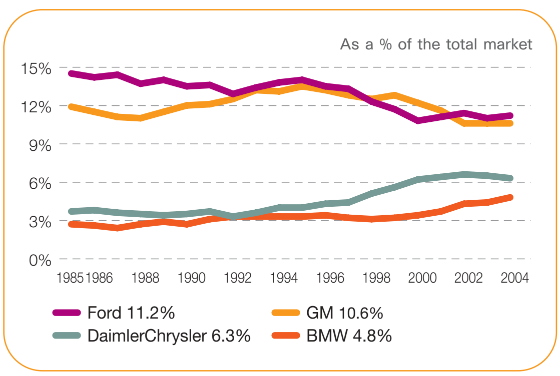
1 OUT OF 4
new passenger cars sold in Western Europe is a French make

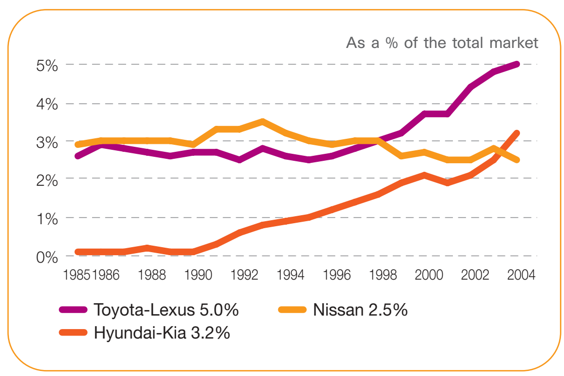
Although French automobile manufacturers saw their market share fall by 1.1 points to 24.3% in 2004, this was still much higher than 1997's 21.1%. The shrinkage can be attributed to tougher competition from European broadline manufacturers, the fast growth of Asian automakers–who are benefiting from the strong euro–and the selective sales strategy of French manufacturers.
Six major automakers manufacturing a full line of vehicles each hold more than 7% of the European market.

The Volkswagen Group, with four main makes, has maintained its position since 1999, accounting for more than 18% of the market.
The market share of the two French automobile manufacturers fell 1.1 points to an aggregate 24.3%. The increase since 1997 has totaled 3.1 points.
Since 2000, Ford's market share has been 11%. General Motors' market share has been just 10.6% since 2002. In the mid-1990s, they both exceeded 13%.
After declining for a number of years, Fiat's market share stabilized at 7.3% in 2004, compared with nearly 12% in 1997.
The DaimlerChrysler Group consolidated the growth momentum initiated in 1997 with the diversification of its model line. Its market share amounted to 6.3%.
For the third year in a row, the BMW Group, including the Mini make, exceeded a market share of 4.0%, reaching 4.8%. It is now surpassed by Toyota, whose market share has increased steadily since 1995 and was 5% in 2004.
Hyundai-Kia continued to increase its market share, which stood at 3.2% in 2004.

European market shares of the leading automobile manufacturers (1)







(1) Based on 2004 scope of consolidation.
See page 51 for descriptions of each automobile manufacturer.

RANGE ANALYSIS

32 AND 60

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

MAIN NEW PASSENGER CAR REGISTRATIONS IN EUROPE

Manufacturers and makes	Economy and low range	Low-mid range	High-mid range	Premium range	4WD, light vans, other
PSA Peugeot Citroën					
CITROËN	C1, C2, C3	Xsara, C4	C5	C8	Berlingo, Jumper (Dispatch), Jumpy (Relay)
PEUGEOT	107, 1007, 206	307	406, 407	807, 607	Partner, Expert, Boxer
RENAULT Group					
RENAULT	Twingo, Clio, Modus	Mégane	Laguna	Espace, Vel Satis	Kangoo, Trafic, Master
DACIA	Logan				
BMW					
BMW			1 Series	3 Series, 5 Series, 6 Series, 7 Series, Z4	X3, X5
MINI	Mini				
DAIHATSU	Cuore, Sirion, YRV				Terios
DAIMLERCHRYSLER					
CHRYSLER		PT Cruiser		Voyager, Grand Voyager, Crossfire, 300C, Sebring	
MERCEDES		A, B-Class, Vaneo		C, E, S, CL, SL, CLK, SLK-Class	G, ML-Class, Vito, Viano, Sprinter
SMART	Fortwo, Roadster	Forfour			
FIAT					
ALFA ROMEO		147	156, GT	166, Spider, GTV	
FIAT	Seicento, Panda, Punto, Idea	Stilo, Multipla, Barchetta		Ulysse	Doblò, Scudo, Ducato
LANCIA	Y, Musa		Lybra	Thesis, Phedra	
FORD Europe					
FORD	Ka, Fiesta, Fusion	Focus	Mondeo	Galaxy	Tourneo, Transit, T. Connect
JAGUAR				S-Type, X-Type, XJ, XK	
LAND ROVER					Freelander, Discovery, Defender, Range Rover
VOLVO			S40, V40, V50	S60, S80, V70	XC70, XC90
GM Europe					
DAEWOO-CHEVROLET	Matiz, Kalos	Rezzo	Evanda, Lacetti, Nubira		
OPEL	Agila, Corsa, Meriva	Astra, Zafira, Tigra	Vectra	Signum, Speedster	Vivaro, Combo, Movano
SAAB				9-3, 9-5	
HONDA	Jazz	Civic, FR-V, S2000	Accord		CR-V, HR-V
HYUNDAI					
HYUNDAI	Atos, Getz	Accent, Elantra, Pony, Coupe, Matrix	Sonata	H-1, Trajet	Santa Fe, Terracan, Tucson
KIA	Picanto	Carens, Cerato, Rio	Magentis	Carnival	Sorento, Sportage
LADA		111, 112			Niva
MAZDA	2	3, MX5	6, Premacy	MPV, RX8	
MITSUBISHI	Colt	Spacestar			Pajero, Outlander
NISSAN	Micra	Almera	Primera	Maxima-QX, 350Z	Primastar, Interstar, Murano, Patrol, Terrano, X-Trail
PORSCHE				911, Boxster	Cayenne
ROVER		25, 45, Streetwise		75	
SSANGYONG					Korando, Rexton
SUBARU	Justy		Impreza, Legacy		Forester
SUZUKI	Alto, Wagon-R, Ignis	Liana			Jimny, Vitara, Samurai
TOYOTA	Aygo, Yaris	Corolla, MR	Avensis, Prius, Celica	Lexus, Previa	Lexus, Land Cruiser, Hi-ace, RAV4
VOLKSWAGEN Group					
AUDI	A2	A3, S3	A4, S4, TT	A6, S6, A8	Allroad
SEAT	Arosa, Ibiza	Cordoba, Leon, Altea	Toledo	Alhambra	
SKODA		Fabia	Octavia	Superb	
VOLKSWAGEN	Fox, Lupo, Polo	Golf, Bora, New Beetle, Touran	Passat	Sharan, Phaeton	Transporter, Caddy, Touareg

Source: CCFA.

MODEL BREAKDOWN AND RANKING

4 OUT OF 6

Four of the six best-selling models in Europe in 2004 were French makes

Four of Europe's six top-selling models in 2004 were French makes, compared with just two of the top ten in 1997.
Their broad, appealing range of models has enabled French automobile manufacturers to rebuild market share in France (up 2.2 points since 1997) and to continue making gains in other European markets (up 3.6 points since 1996) in an increasingly competitive environment.
Registrations of French makes in Europe excluding France total more than 2,350,000 units since 2001. The region is the main market for French automobile manufacturers, ahead of France (1,200,000 units) and the rest of the world.

NEW PASSENGER CAR EUROPEAN MARKET SHARE, BY RANGE AND TYPE IN 2004

As a % of new registrations by country	Low range	Low-mid range	High-mid range	Premium range	Other (4WD, minibus)
Germany	22	34	14	20	10
Austria	25	37	14	14	9
Belgium	30	33	13	14	10
Denmark	29	32	26	6	6
Spain	32	45	15	8	0
Finland	15	39	28	12	6
France	38	35	10	7	9
Greece	38	32	13	6	11
Ireland	22	40	20	10	7
Italy	55	25	6	7	7
Luxembourg	24	32	13	19	12
Netherlands	32	36	15	10	6
Portugal	40	39	11	7	2
United Kingdom	33	33	14	13	8
Sweden	13	25	22	31	8
Total EU-15	34	34	13	12	7
Norway	13	31	29	13	14
Switzerland	25	29	16	16	14
TOTAL 17 COUNTRIES EUROPE	**33**	**34**	**13**	**12**	**8**

	Sedans	Station wagons	Coupes	Convertibles	MPVs	Other
Germany	47	20	2	5	18	8
Austria	50	15	1	3	23	9
Belgium	54	14	1	3	22	6
Denmark	55	27	0	1	14	3
Spain	75	6	1	1	17	0
Finland	54	30	0	0	10	6
France	60	7	1	2	25	6
Greece	77	1	2	2	7	11
Ireland	77	3	1	1	10	7
Italy	63	11	1	2	17	6
Luxembourg	53	13	2	2	18	12
Netherlands	51	18	1	2	23	5
Portugal	65	20	1	2	10	2
United Kingdom	65	7	2	4	13	7
Sweden	43	38	0	1	9	7
Total EU-15	59	12	1	3	18	6
Norway	39	34	0	1	11	14
Switzerland	42	19	3	6	18	12
TOTAL 17 COUNTRIES EUROPE	**59**	**13**	**1**	**3**	**18**	**6**

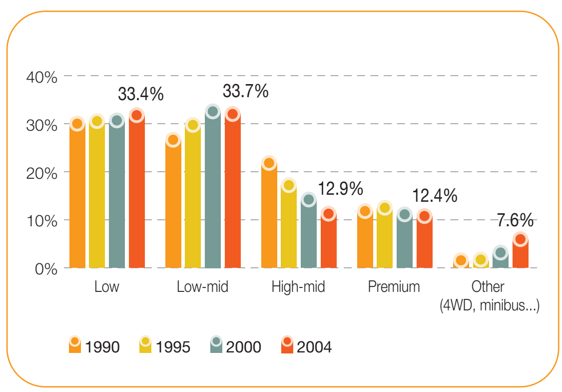
Source: CCFA.

RANKING OF THE 15 LEADING MODELS IN 2004

Model	Rank	Market share
Renault Mégane	1	4.9%
Volkswagen Golf	2	3.8%
Ford Focus	3	3.8%
Peugeot 206	4	3.4%
Peugeot 307	5	3.1%
Renault Clio	6	2.6%
Opel Astra	7	2.4%
Opel Corsa	8	2.2%
Ford Fiesta	9	2.1%
Fiat Punto	10	2.1%
Citroën C3	11	2.0%
Volkswagen Polo	12	1.9%
Citroën Xsara	13	1.8%
BMW 3-Series	14	1.8%
Audi A4	15	1.6%
Citroën C2		1.0%
Renault Laguna		0.9%
Peugeot 407		0.7%
Citroën C5		0.6%

Source: CCFA.

New passenger car registrations by range in 17-country Europe



In Europe, two-thirds of new passenger cars are in the low and low-mid range.
Since the early 1990s, car buyers have been trading down from the high-mid range to the low-mid range segment, which offers more MPVs.
The market share of sedans, although still dominant, continued to decline in favor of station wagons, MPVs, convertibles and light vans.

However, each European country retains its own features. Southern Europe continues to prefer low and low-mid range vehicles, while premium cars and station wagons remain the most popular in Northern Europe.

TECHNICAL CHARACTERISTICS OF NEW PASSENGER CARS

48%

Share of diesel vehicles in the European new passenger car market in 2004

The proportion of new diesel-powered cars as a percentage of total registrations in Europe has grown by more than three percentage points a year since 1997. It stood at 48% in 2004, compared with 22% in 1997. Of the 7 million new diesel units registered in Europe, 2 million were French makes, representing a market share of 28%, versus 29% in 2000.

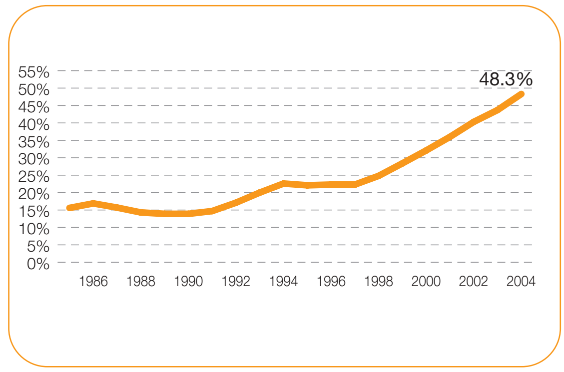
TECHNICAL CHARACTERISTICS OF NEW PASSENGER CARS IN EUROPE, 2004

	Average cylinder capacity	Average horsepower	4WD	Diesel
	cc	kW	%	%
Germany	1,862	89	7.8	43.8
Austria	1,809	79	10.3	70.8
Belgium	1,735	76	5.2	70.1
Denmark	1,678	78	1.9	24.0
Spain	1,734	77	0.8	65.4
Finland	1,804	88	6.1	15.5
France	1,724	75	5.6	69.2
Greece	1,544		10.3	2.9
Ireland	1,592	74	5.5	18.3
Italy	1,589	70	6.6	58.4
Luxembourg	1,961	93	10.9	72.5
Netherlands	1,714	80	4.5	24.6
Portugal	1,526	69	2.3	56.6
United Kingdom	1,753	84	8.4	32.5
Sweden	1,988	104	12.1	8.0
European Union 15 countries	1,740	80	6.5	48.9
Norway	1,764	86	20.5	28.1
Switzerland	2,008	103	19.6	26.0
TOTAL 17 COUNTRIES	**1,746**	**81**	**6.9**	**48.3**

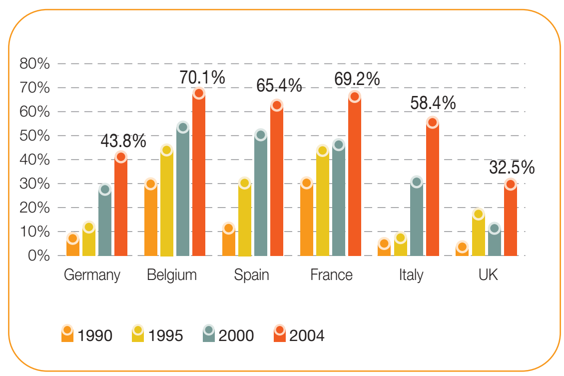
Source: CCFA.

European diesel passenger car market

As a % of total registrations



Diesel market share by country



In Europe, average cylinder capacity and horsepower of passenger car engines vary considerably from one country to another, reflecting each one's economic, tax and geographic conditions. Average cylinder capacity and horsepower continued to climb slowly but steadily in 2004.
The market share of four-wheel drive vehicles increased in all countries and stood at 6.9% throughout the European market.
The per capita rate of ownership varies widely from one country to the next depending on national market characteristics.

Market share is very high in Switzerland, Norway and Austria, where mountainous terrain has fueled sales of these vehicles. The market share of diesel vehicles in Europe is largely influenced by local regulations and tax rules.
In a European market that grew 2%, diesel sales rose 13%, lifting market share to 48%. Two out of three new cars sold in Austria, Belgium, Spain, Luxembourg and France were diesels. The share of diesels in new car registrations in Germany and Italy is now 44% and 58% respectively.

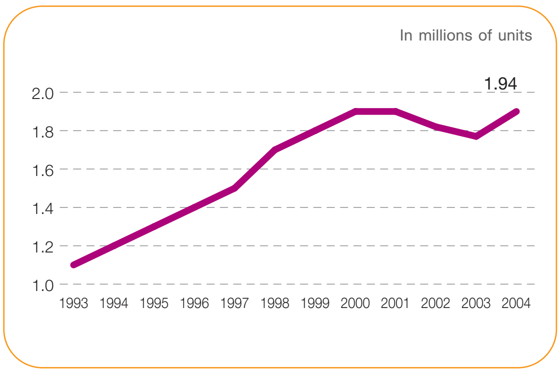
LIGHT COMMERCIAL VEHICLES IN EUROPE

1 OUT OF 3

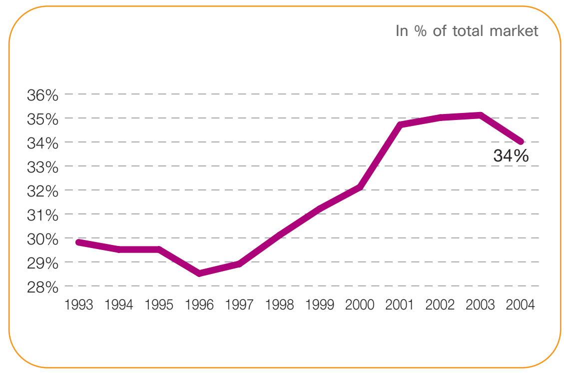
new light commercial vehicles sold in Western Europe is a French make

After three years at 35%, French manufacturers' share of the new light commercial vehicle market in Europe declined 1.2 percentage points to close to 34%. Their attractive, renewed lineup has generated a 5.3-point gain since 1996 in a growth-oriented European market.
In a market that expanded by a strong 9.5% in 2004, French manufacturers saw their market share climb 5.6% to close to 660,000 units. The increase was 7.6% in France and 4.0% in Europe outside France.

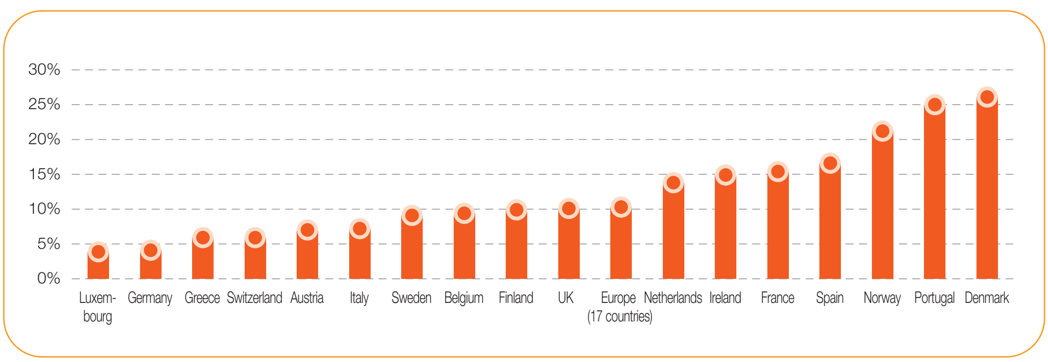
Light commercial vehicle registrations in Europe (17 countries)



French market share

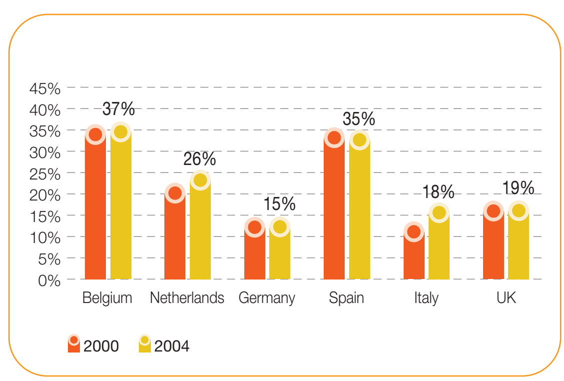


Share of light commercial vehicles in registrations of light vehicles (passenger cars and light commercial vehicles) in 2004



Light commercial vehicles are defined as vehicles whose gross weight rating is less than five tonnes. Designed to carry goods, they are offered in a variety of categories, including utility vehicles derived from passenger cars, light vans, light trucks, large vans, pickups and four-wheel drive vehicles. Since tax conditions are not the same in all European countries, the share of light commercial vehicles in total light vehicles ranged from 5% in Luxembourg and Germany to more than 25% in Portugal and Denmark in 2004.
Sales of these vehicles have been stimulated by model renewals and the fact that they offer an appropriate response to business transportation and mobility needs.
In 2004, more than 1.9 million light commercial vehicles were registered in Europe, compared with 1.1 million in 1993.
The market share of French manufacturers exceeded 35% in Spain and Belgium in 2004. It was 15% and 18% respectively in Germany and Italy, countries with their own light commercial vehicle manufacturers, versus less than 15% in 2000.

Market share of French manufacturers in major European countries



THE HEAVY TRUCK MARKET AND PRODUCTION

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

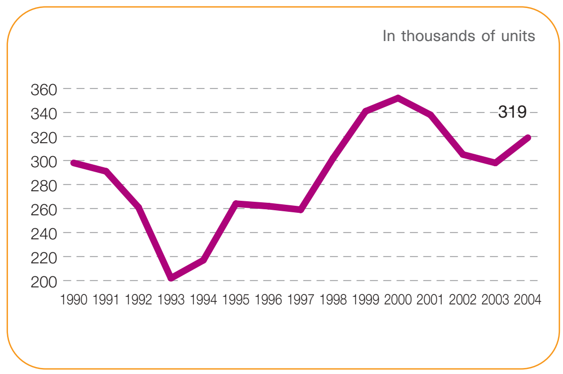
After peaking in 2000, the European heavy truck market shrank for three years in a row, before growing 7% in 2004 to close to 320,000 vehicles, as companies increased their capital spending. The market was up 58% in comparison with 1993, a gloomy year for heavy trucks.
European heavy truck production outpaced the market, increasing 13.5% to 432,000 units, reflecting higher exports of heavy trucks outside the EU-15, in particular to Eastern Europe and Asia.

THE EUROPEAN HEAVY TRUCK MARKET AND PRODUCTION

In thousands of units	2003	2004	Change
New heavy truck registrations			
5.1t to 15.9t	83	86	2.7%
16t	214	234	9%
Total	298	319	7.3%
European heavy truck production			
5.1 t to 15.9t	102	108	6.4%
16t	279	324	16.0%
Total	381	432	13.5%

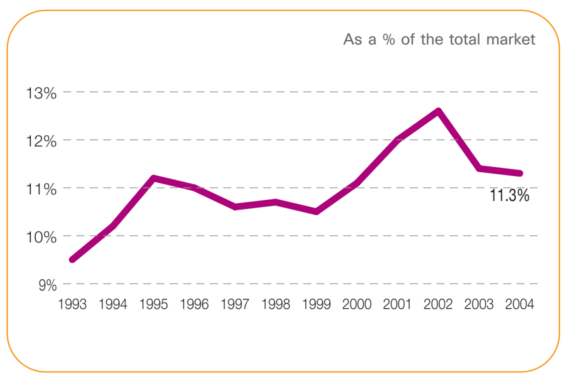
Source: CCFA

European new heavy truck registrations

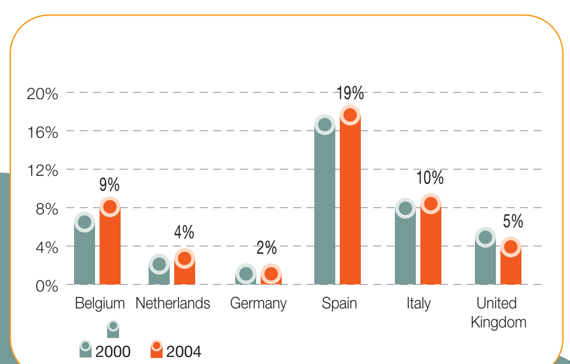


In Europe, after feeling the effects of the recession between 2001 and 2003, the heavy truck market experienced strong growth in 2004. The upturn in spending and in world trade that began in second-half 2003 is expected to continue in 2005, although more slowly.
Heavy truck investment cycles are relatively long. The peak in 2000 was 75% higher than the low point in 1993, representing 150,000 more vehicles.
Demand remained focused on the 16t-and-over segment, which accounted for 73% of total registrations, including both trucks and road tractors.
Against this economic backdrop, Renault Trucks saw registrations rise close to 6%. Market share was consolidated at 11.3%, above its level in the late 1990s. After renewing the Midlum line in the early 2000s, the launch of the Magnum should further strengthen its market share.
Renault Trucks' international expansion continued and its market share in Europe outside France was consolidated at close to 7% in 2004, compared with just 5% in 1996.

Renault Trucks market share in Europe



Renault Trucks market share in the main European countries



FRENCH AUTOMOBILE MANUFACTURERS IN THE NEW EUROPEAN UNION MEMBER STATES

27%

Share of French manufacturers in the new light vehicle market in the main new EU member states

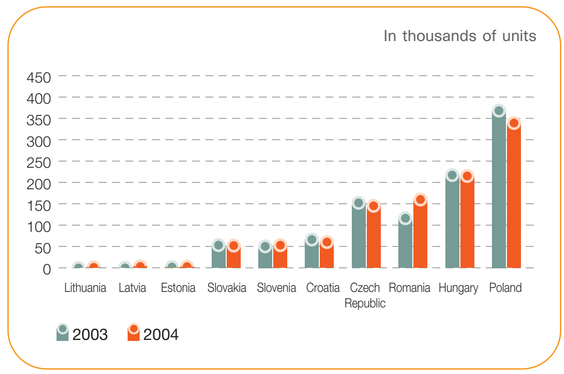
Ten new countries joined the European Union on May 1, 2004, shifting its center of gravity eastward and bringing new markets such as the Community of Independent States (CIS) and the Balkans closer.
French manufacturers have had a marketing presence in the region for a number of years. They also operate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

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

In thousands of units	2003	2004	Change
Vehicle production			
Passenger cars	1,239	1,469	18.6%
Light commercial vehicles	41	115	178.7%
Heavy trucks	6.3	5.9	–5.9%
New vehicle registrations			
Passenger cars	1,053	1,040	–1.2%
Light commercial vehicles	120	139	16.3%
Heavy trucks	29.4	36.6	24.5%

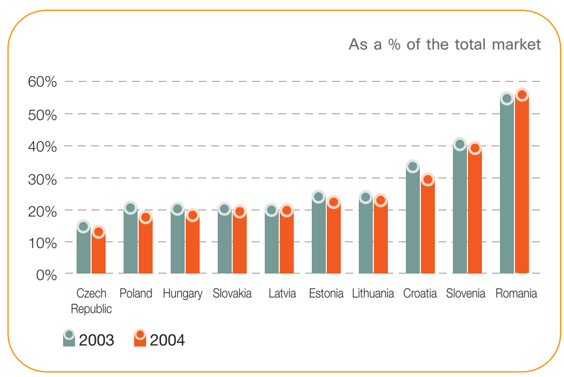
(1) Excluding Malta and Cyprus. *Source: CCFA, OICA.*

New light vehicle registrations (up to 5t)

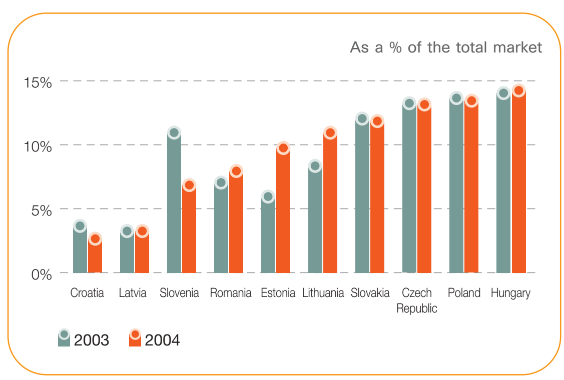


Although the EU-15 is dominated by replacement demand, this is not the case of future and new member states and neighboring countries, where the potential for first-time car ownership is significantly higher. At present, Central and Eastern European countries (CEEC) produce close to 1.6 million vehicles, corresponding overall to their domestic demand, which is set to rise. French manufacturers already hold a share of these seven main markets that is equivalent to their share of the EU-15 market. It was 27% in light vehicles and more than 12% in heavy trucks.

French manufacturer share in the new light vehicle market



French manufacturer share in the new heavy truck market



THE AUTOMOTIVE INDUSTRY IN THE EUROPEAN UNION

2.2

million people employed in the automotive industry in the EU-25 in 2002

The EU-25 automotive industry employed 2.2 million people in 2002 in companies with more than 20 employees. Value added per employee ranged from €23,000 in the five main new member states (Hungary, Poland, Czech Republic, Slovakia and Slovenia) to €65,000 in France, and was more than €60,000 in the United Kingdom (2001), Belgium (2001) and Germany.
Per capita personnel costs ranged from €12,000 in the five main new member states to €43,000 in France and €57,000 in Germany.

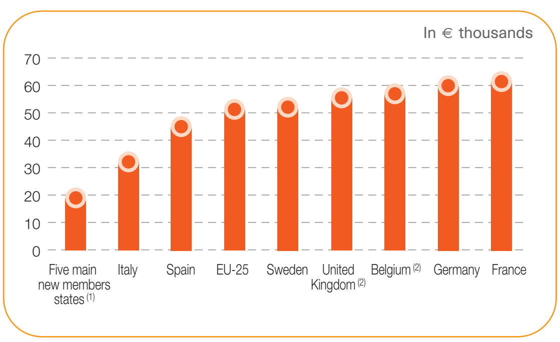
THE AUTOMOTIVE INDUSTRY IN THE EUROPEAN UNION IN 2002

Companies with more than 20 employees	Unit	EU-25	Germany	France	Five main new member states (1)	UK (2)	Spain	Italy	Sweden	Belgium (2)
People employed	thousands	2,168	874	283	233	220	162	170	74	54
Automobile manufacturing	thousands	1,131	530	167	89	93	77	65	50	36
Body and trailer manufacturing	thousands	176	41	30	–	29	14	16	4	7
Automotive equipment manufacturing	thousands	861	303	87	144	98	71	89	20	11
Sales	€ millions	721,442	273,265	192,073	28,682	62,631	49,323	47,847	20,552	19,526
Production	€ millions	650,943	231,582	188,149	28,038	52,560	44,596	41,344	20,185	18,161
Production/sales	%	90.2	84.7	98.0	97.8	83.9	90.4	86.4	98.2	93.0
Value added (to factor costs)	€ millions	120,000 (3)	55,016	18,471	5,363	13,087	7,950	6,178	4,122	3,272
VA/Production	%	18.4	23.8	9.8	19.1	24.9	17.8	14.9	20.4	18.0
VA per employee	€ thousands	55.3	62.9	65.2	23.0	59.5	49.0	36.3	56.1	60.6
	Base 100 Five main new member states	240	273	283	100	258	213	158	244	263
Goods and services purchased	€ millions	605,534	218,750	173,645	23,956	49,262	42,364	41,143	17,515	15,917
Purchases as a % of output	%	93.0	94.5	92.3	85.4	93.7	95.0	99.5	86.8	87.6
Personnel costs	€ millions	94,000 (3)	49,652	12,212	2,745	8,968	5,384	5,582	3,277	2,422
Personnel costs per employee	€ thousands	43.4	56.8	43.1	11.8	40.7	33.2	32.8	44.6	44.8
	Base 100 Five main new member states	368	482	366	100	346	281	278	378	380

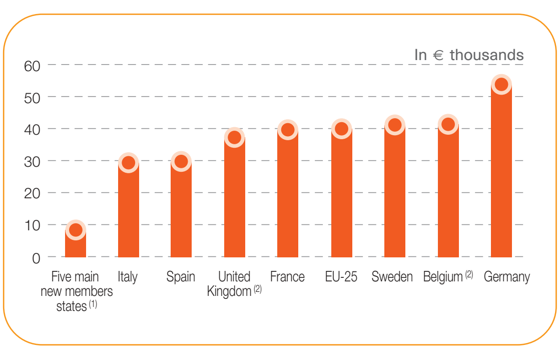
(1) Five main new member states: Czech Republic, Hungary, Poland, Slovakia and Slovenia.
Body and trailer manufacturing employees are included in the figures for vehicle manufacturers.
(2) 2001 data.
(3) CCFA estimates.

Source: Eurostat.

Value-added per employee



Personnel costs per employee



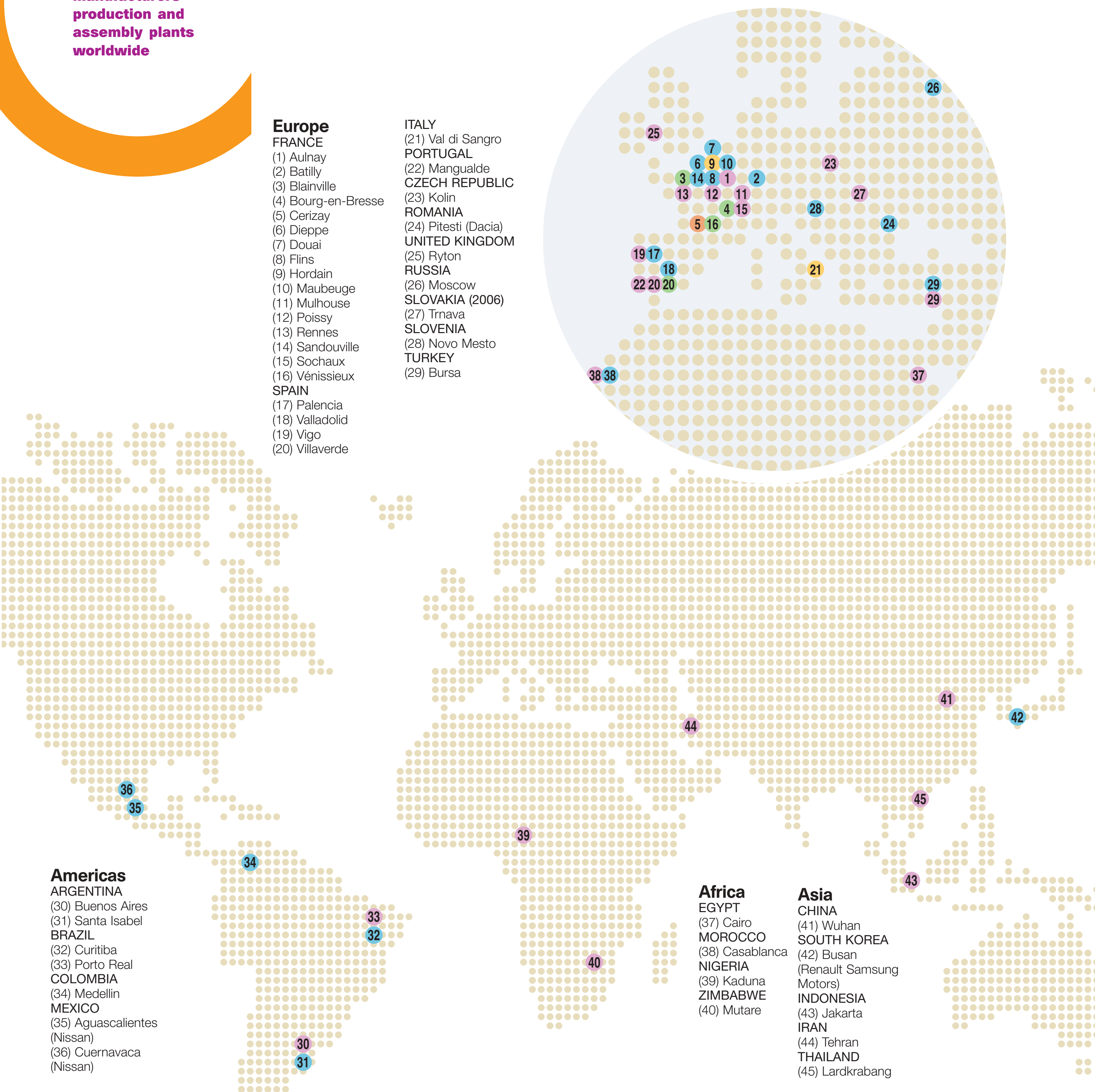
A key sector of the European economy, the automotive industry encompasses:
- **Vehicle manufacturers.**
- **Body and trailer manufacturers.**
- **Automotive equipment manufacturers.**

The data in the above chart have been obtained from surveys of national companies and have been adjusted for consistency by Eurostat. Due to difficulties in collecting statistics at both the national and European level, only data up to 2002 were available.
In 2002, the European automotive industry employed 2.2 million people, including 1.1 million in vehicle manufacturing, or 52% of the total. Germany and France accounted for more than half of employees in the industry, or 40% and 13% respectively. More than 10% of employees worked in the five main new member states: Czech Republic, Hungary, Poland, Slovakia and Slovenia. The automotive industry differed significantly from country to country in terms of structure and wages.
In Germany and France, the percentage of employees in the industry involved in automobile manufacturing was around 60%, compared with less than 40% in the five main new member countries and Italy. More than two-thirds of employees in the industry were involved in vehicle manufacturing in Sweden and Belgium. Personnel costs per employee varied from €12,000 in the five main new member states to €57,000 in Germany, 3.6 times higher.

GLOBAL PRODUCTION SITES OF FRENCH AUTOMOBILE MANUFACTURERS

48

Number of French manufacturers' production and assembly plants worldwide



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

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

Africa
EGYPT
(37) Cairo
MOROCCO
(38) Casablanca
NIGERIA
(39) Kaduna
ZIMBABWE
(40) Mutare

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

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

GLOBAL PRODUCTION OF FRENCH AUTOMOBILE MANUFACTURERS

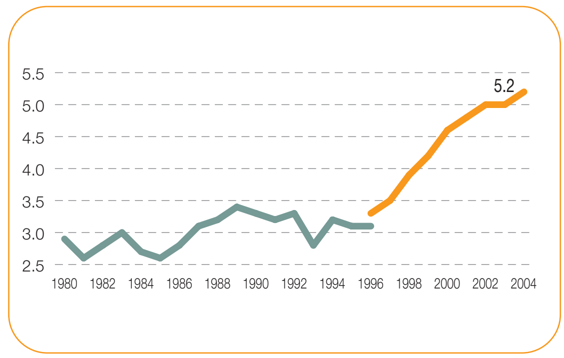
5.9
million vehicles produced by French automobile manufacturers worldwide in 2004

In 2004, French automobile manufacturers produced 5.9 million vehicles, up 3.3%. Since 1996, growth in production has amounted to 57%, mainly thanks to expansion outside France.
Passenger car production rose 2.5% to nearly 5.2 million units. Commercial vehicle production increased significantly, with light commercial vehicles up 9% to 700,000 units and heavy trucks up 15% to 52,000 units.

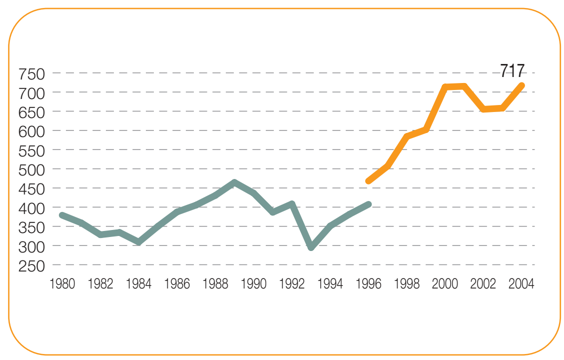
PRODUCTION AND ASSEMBLY SITES IN 2004

Manufacturer Make	Model	Launched	Production or assembly sites in 2004
PSA PEUGEOT CITROËN			
Peugeot	1007	2005	**Poissy**
Peugeot	206	1998	**Mulhouse, Poissy, Ryton** (UK), Argentina, **Porto Real** (Br), Iran, Indonesia
Peugeot	306	1993	Nigeria, Zimbabwe
Peugeot	307	2001	**Mulhouse, Sochaux,** Argentina, China
Peugeot	405	1987	Iran, Egypt
Peugeot	406	1995	**Sochaux,** Italy, Thailand, Egypt, Nigeria, Zimbabwe
Peugeot	407	2004	**Rennes-la-Janais**
Peugeot	504	1968	Nigeria
Peugeot	607	2000	**Sochaux**
Peugeot	807	2002	**Hordain**
Peugeot	Partner	1996	**Vigo** (S), Mangualde (P), Turkey, Argentina, Morocco
Peugeot	Expert	1995	**Hordain**
Peugeot	J9	1965	Turkey
Peugeot	Boxer	1994	**Val di Sangro** (I), **Porto Real** (Br)
Citroën	C2	2003	**Aulnay**
Citroën	C3	2002	**Aulnay, Villaverde** (S), **Porto Real** (Br)
Citroën	Xsara	1997	**Rennes-la-Janais, Vigo** (S), **Villaverde** (S), **Porto Real** (Br), China
Citroën	ZX	1991	China
Citroën	C4	2004	**Mulhouse**
Citroën	Xantia	1993	Iran
Citroën	C5	2001	**Rennes-la-Janais**
Citroën	C8	2002	**Hordain**
Citroën	C15	1984	**Vigo** (S), Morocco
Citroën	Berlingo	1996	**Vigo** (S), Mangualde (P), Argentina, Morocco
Citroën	Jumpy	1995	**Hordain**
Citroën	Jumper	1994	**Val di Sangro** (I), **Porto Real** (Br)
RENAULT GROUP			
Renault	Twingo	1993	**Flins,** Colombia
Renault	Clio	1998	**Flins, Valladolid** (S), Dieppe, **Turkey, Novo Mesto** (Sl), **Brazil,** Argentina, Colombia, Mexico
Renault	Modus	2004	**Valladolid** (S)
Renault	Mégane	1995/2002	**Douai, Palencia** (S), **Turkey, Brazil,** Dieppe, Argentina, Colombia, Mexico
Renault	Laguna	2001	**Sandouville**
Renault	Vel Satis	2002	**Sandouville**
Renault	Espace	2002	**Sandouville**
Renault	Kangoo	1997	**Maubeuge,** Morocco, Argentina,
Renault	Master/Mascott	1997/1999	**Batilly, Brazil**
Renault	Trafic 2	2001	**Luton** (UK, GM), **Barcelona** (S, Nissan)
Dacia	Clasic	–	**Pitesti** (Romania)
Dacia	Solenza	2003	**Pitesti** (Romania)
Dacia	Logan	2004	**Pitesti** (Romania)
Dacia	Pickups, small vans	–	**Pitesti** (Romania)
RSM	SM3	2002	**Busan** (South Korea)
RSM	SM5	2000	**Busan** (South Korea
RSM	SM7	2004	**Busan** (South Korea)

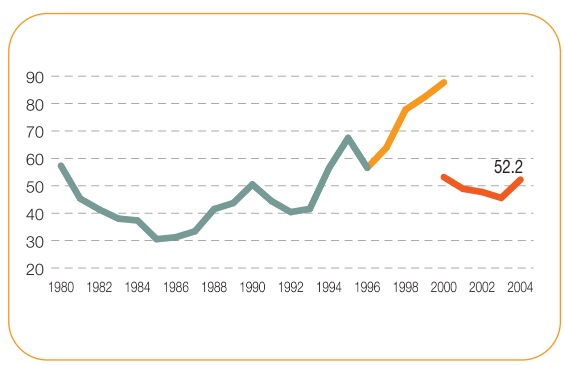
New passenger cars
In millions of units



New light commercial vehicles (to 5t)
In thousands of units



New heavy trucks (over 5t)
In thousands of units



In 1996, French automobile manufacturers changed the method of reporting their output. Production figures now represent the number of vehicles assembled at a given roll-out location, while the concept of knocked down (KD) units has been abandoned. This production does not take into account the Renault Trafic 2, assembled by GM Europe in the United Kingdom and by Nissan in Spain (see notes on page 56). In addition, the scopes of consolidation have changed.

MARKETS FOR NEW FRENCH VEHICLES

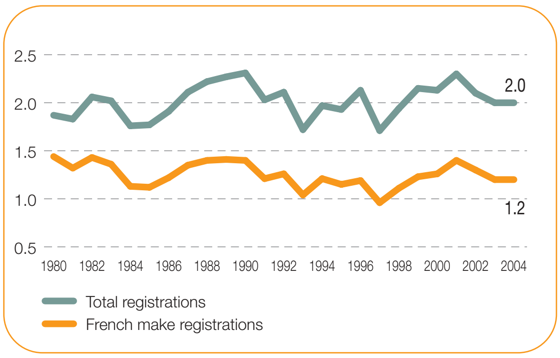
3 OUT OF 4
vehicles produced by French manufacturers are sold abroad

In 2004, the decline in domestic sales for French automobile manufacturers was offset by expanded export sales outside the EU-25, to Eastern Europe, Latin America, Asia and North Africa.
Export markets represented close to 75% of the French automobile manufacturers' sales, compared with two-thirds between 1999 and 2001 and less than 60% in 1990.

VEHICLE REGISTRATIONS IN FRANCE

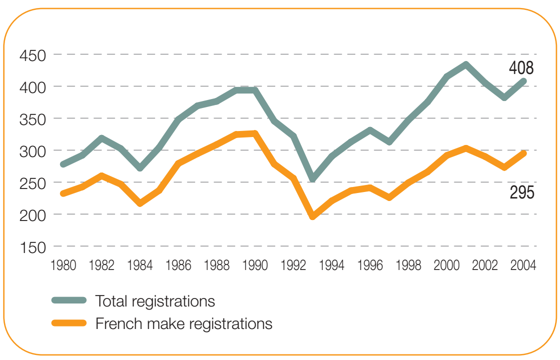
New passenger cars

In millions of units



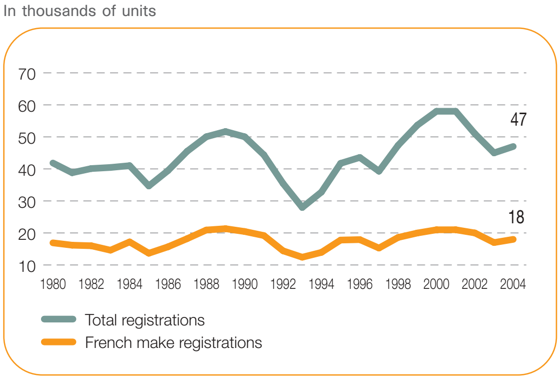
New light commercial vehicles (to 5t)

In thousands of units



New heavy trucks (over 5t)

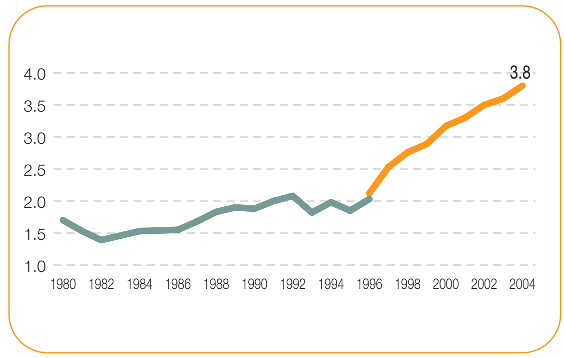
In thousands of units



EXPORTS

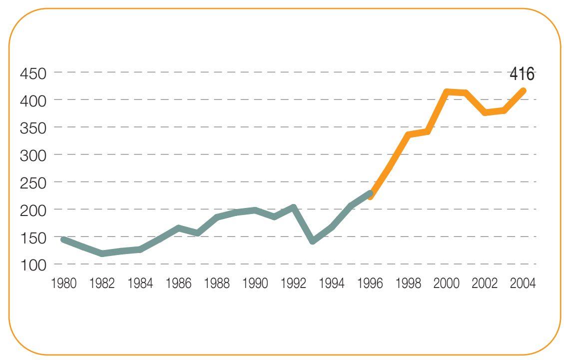
New passenger cars

In millions of units



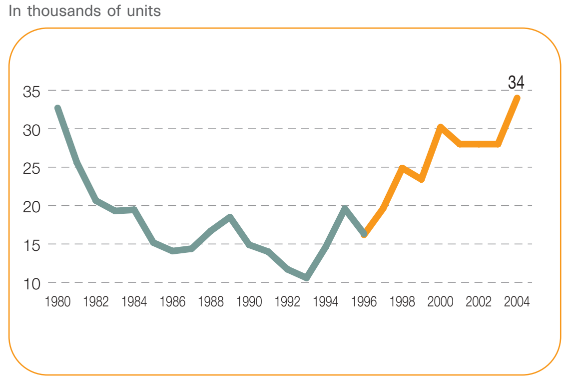
New light commercial vehicles (to 5t)

In thousands of units



New heavy trucks (over 5t)

In thousands of units



The decline in French-make vehicle registrations in France that began in 2002 continued in 2004, after rising steadily between 1997 and 2001. Efficient, competitively-priced new models have allowed French manufacturers to win back market share in relation to 1997 despite their selective sales strategy, wider opening of the market and heightened competition.
Passenger car exports rose 5% to 3.8 million units (an increase of 80% on 1996), while light commercial vehicle exports (excluding the Renault Trafic 2) rose 9% to 416,000 units (an increase of 87% on 1996). Heavy truck exports climbed 22% to 33,500 units (an increase of 107% on 1996).
These figures do not include local makes owned by French manufacturers (Dacia, Renault Samsung Motors), which further highlight the successful internationalization of French manufacturers.

DIESEL PASSENGER CARS

For the fourth year in a row, diesel vehicles continued their ascension in France. Diesel passenger car registrations exceeded registrations of vehicles running on other fuels, accounting for 69% of the total in 2004. More than 45% of passenger cars on the road at January 1, 2005 were diesel-powered.
French production of diesel vehicles stood at more than 2.4 million units, or nearly one car in two, in 2004.

13.6
million
Number of diesel passenger cars on the road in France

DIESEL PASSENGER CARS

	1990	1995	2000	2002	2003	2004	% change 2004/2003 (%)
Production							
In units	804,007	1,036,796	1,648,448	2,086,808	2,229,221	2,420,571	+8.6
As a % of total production	24.4%	34.0%	35.8%	42.1%	44.2%	46.8%	
Exports							
In units	292,061	472,087	975,038	1,273,210	1,388,553	1,609,952	+15.9
As a % of total exports	15.5%	25.5%	33.7%	36.7%	38.2%	42.2%	
Registrations							
In units	762,054	897,698	1,046,485	1,354,933	1,353,914	1,392,925	+2.9
As a % of total registrations	33.0%	46.5%	49.0%	63.2%	67.4%	69.2%	
VEHICLES IN USE							
In units	**3,775,000**	**6,938,000**	**9,980,000**	**11,822,000**	**12,729,000**	**13,590,000**	**+6.8**
As a % of total cars in use	**16.0%**	**27.6%**	**35.6%**	**40.5%**	**43.1%**	**45.5%**	

Source: CCFA.

MAIN NEW DIESEL PASSENGER CAR RANKINGS IN 2004

Diesel model	Rank	Registrations In units	Diesel market share %
Renault Mégane	1	180,234	12.9
Peugeot 307	2	99,716	7.2
Peugeot 206	3	89,486	6.4
Renault Clio	4	86,644	6.2
Citroën Xsara	5	62,958	4.5
Citroën C3	6	48,961	3.5
Ford Focus	7	43,153	3.1
Renault Laguna	8	40,256	2.9
Volkswagen Golf	9	37,064	2.7
Peugeot 407	10	30,239	2.2

Source: CCFA.

In 2004, France was one of the world's top two markets for diesel engines with 1,393,000 new passenger car registrations, behind Germany with more than 1.4 million units. The new, quieter, more efficient diesel engines are winning popular acclaim. Diesel vehicles continued to gain market share in Europe, reaching 48%. With a 28% of the market, French manufacturers capitalized on sustained European demand, which lifted French exports of diesel-powered vehicles 16% to more than 1.6 million units.

NEW PASSENGER CAR REGISTRATIONS BY MODEL AND RANGE

25%

of new passenger car registrations in France in 2004 were MPVs

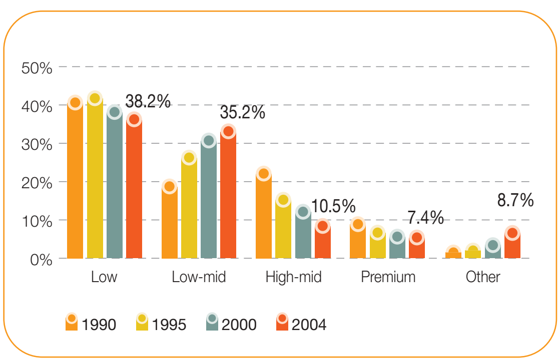
In a competitive market, French manufacturers regularly refresh their offer with new models, restylings and a growing array of versions (MPVs, station wagons, convertibles, coupes) focusing on multi-purpose applications and enhanced active and passive safety.
In 2005, the launches of the Citroën C1 and C6, the Peugeot 107, 1007 and 407 coupe, the third generation Renault Clio, and the Dacia Logan are expected to consolidate the success of French automobile manufacturers.

REGISTRATIONS IN FRANCE BY RANGE AND BODY MODULE

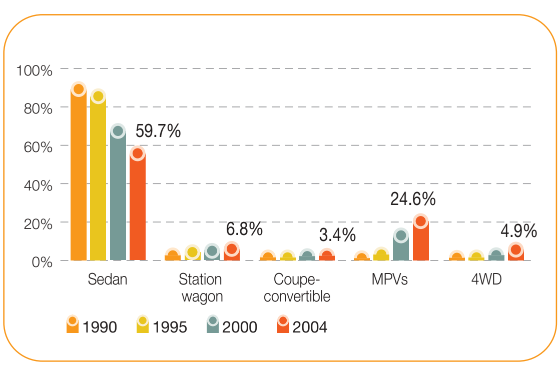
	1990		1995		2000		2002		2003		2004	
	Units	%	Units	%	Units	%	Units	%	Units	%	Units	%
Range												
Low	986,532	42.7	840,880	43.6	855,161	40.1	798,637	37.2	765,401	38.1	770,003	38.2
Low-mid	477,631	20.7	544,062	28.2	695,146	32.6	732,474	34.1	692,165	34.4	709,456	35.2
High-mid	555,053	24.0	334,457	17.3	303,028	14.2	302,072	14.1	228,462	11.4	210,898	10.5
Premium	256,381	11.1	173,370	9.0	163,293	7.7	164,141	7.7	163,233	8.1	148,011	7.4
Other	33,533	1.5	37,735	2.0	117,256	5.5	147,747	6.9	159,985	8.0	175,341	8.7
TOTAL	**2,309,130**	**100.0**	**1,930,504**	**100.0**	**2,133,884**	**100.0**	**2,145,071**	**100.0**	**2,009,246**	**100.0**	**2,013,709**	**100.0**
Body module												
Sedan	2,155,724	93.4	1,731,191	89.7	1,527,676	71.6	1,483,681	69.2	1,300,495	64.7	1,201,594	59.7
Station wagon	61,418	2.7	78,278	4.1	119,739	5.6	148,658	6.9	146,588	7.3	137,606	6.8
Coupe-convertible	36,269	1.6	30,067	1.6	50,527	2.4	58,035	2.7	53,714	2.7	67,527	3.4
MPVs	28,682	1.2	58,376	3.0	369,434	17.3	368,476	17.2	409,325	20.4	494,463	24.6
including compact MPVs	–	–	–	–	241,190	11.3	240,644	11.2	244,669	12.2	292,597	14.5
4WD	17,129	0.7	25,684	1.3	57,116	2.7	75,470	3.5	87,598	4.4	98,744	4.9
Other	9,908	0.4	6,908	0.4	9,392	0.4	10,751	0.5	11,526	0.6	13,775	0.7
TOTAL	**2,309,130**	**100.0**	**1,930,504**	**100.0**	**2,133,884**	**100.0**	**2,145,071**	**100.0**	**2,009,246**	**100.0**	**2,013,709**	**100.0**

Source: CCFA.

Market shares by range



Market shares by body module



MAIN NEW PASSENGER CAR MODEL RANKINGS IN 2004

	Rank	Registrations	Market share
		Units	%
Renault Mégane	1	223,274	11.1
Peugeot 206	2	151,250	7.5
Renault Clio	3	137,547	6.8
Peugeot 307	4	133,956	6.7
Citroën C3	5	86,875	4.3
Citroën Xsara	6	75,799	3.8
Ford Focus	7	48,782	2.4
Renault Twingo	8	47,699	2.4
Renault Laguna	9	47,114	2.3
Volkswagen Golf	10	42,704	2.1
Peugeot 407	11	37,211	1.8
Renault Modus	12	31,946	1.6
Citroën C2	13	31,332	1.6
Volkswagen Polo	14	29,878	1.5
Ford Fiesta	15	29,340	1.5
Toyota Yaris	16	28,716	1.4
Citroën C5	17	27,587	1.4
Opel Meriva	18	25,962	1.3
Renault Kangoo	19	25,818	1.3
Opel Corsa	20	24,905	1.2
Renault Espace	21	24,530	1.2
Opel Zafira	22	24,519	1.2
Volkswagen Touran	23	22,233	1.1
Opel Astra	24	20,912	1.0
Citroën Berlingo	25	19,203	1.0

Source: CCFA.

NEW VEHICLE REGISTRATIONS IN FRENCH OVERSEAS DEPARTMENTS

67,000
new vehicle registrations in French overseas departments

New vehicle registrations in the four French overseas departments of Guadeloupe, French Guiana, Martinique and Réunion began expanding more recently than in mainland France, ranging between 60,000 and 70,000 units a year since 1998.
Given the geographic environment, commercial vehicles over 5 tonnes account for a smaller proportion of registrations in overseas departments (1.3% in 2004) than in mainland France (1.9%). In contrast, the proportion of new light commercial vehicles is higher.
French manufacturers' market share is similar to mainland France. However, it is lower for light vehicles because of the stronger presence of Japanese manufacturers.

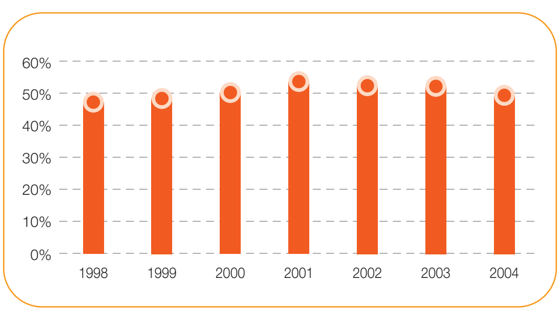
NEW VEHICLE REGISTRATIONS IN FRENCH OVERSEAS DEPARTMENTS

	2000	2001	2002	2003	2004	Change 2004/2000	Change 2004/2003
New passenger cars							
Guadeloupe	13,691	11,943	12,278	14,264	13,926	1.7%	–2.4%
French Guiana	4,031	3,887	4,167	4,001	4,087	1.4%	2.1%
Martinique	14,424	12,897	13,491	13,564	13,613	–5.6%	0.4%
Réunion	21,463	24,651	22,231	22,750	22,570	5.2%	–0.8%
Total French overseas departments	**53,609**	**53,378**	**52,167**	**54,579**	**54,196**	**1.1%**	**–0.7%**
Light commercial vehicles (to 5t)							
Guadeloupe	2,685	2,670	2,375	2,535	2,518	–6.2%	–0.7%
French Guiana	1,143	1,233	1,153	1,151	1,287	12.6%	11.8%
Martinique	2,368	2,145	2,191	2,255	2,546	7.5%	12.9%
Réunion	5,200	4,881	5,054	5,010	5,457	4.9%	8.9%
Total French overseas departments	**11,396**	**10,929**	**10,773**	**10,951**	**11,808**	**3.6%**	**7.8%**
Trucks, coaches and buses over 5t							
Guadeloupe	146	201	195	180	174	19.2%	–3.3%
French Guiana	66	56	57	65	97	47.0%	49.2%
Martinique	187	194	177	171	201	7.5%	17.5%
Réunion	362	436	343	409	400	10.5%	–2.2%
Total French overseas departments	**761**	**887**	**772**	**825**	**872**	**14.6%**	**5.7%**

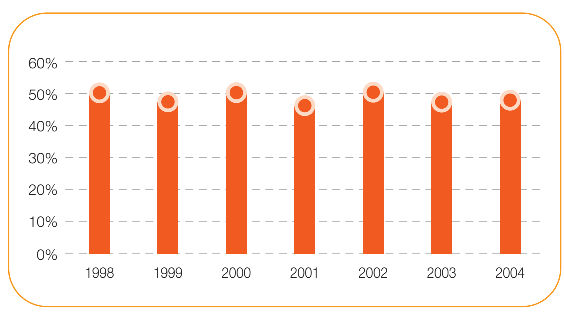
Source: CCFA.

FRENCH MANUFACTURER MARKET SHARE IN FRENCH OVERSEAS DEPARTMENTS

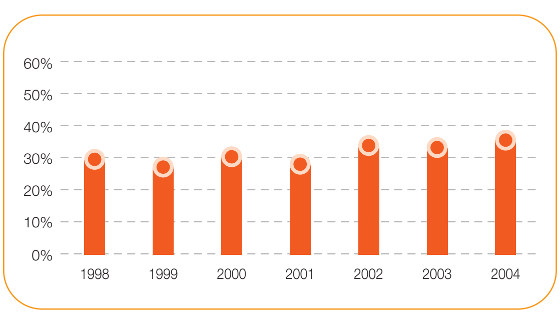
New passenger cars



New light commercial vehicles



New coaches, buses and trucks



FRENCH MANUFACTURERS IN 2004

354,000

people employed by French automobile manufacturers worldwide

PSA PEUGEOT CITROËN: www.psa.fr

PSA Peugeot Citroën enjoyed further growth in the number of vehicles sold thanks to the expansion of its sales outside Western Europe, which accounted for 28.2% of the total, compared with 24.9% in 2003. The Group consolidated its position as Europe's second largest manufacturer of passenger cars and light commercial vehicles. This performance was led by the good fit between Peugeot and Citroën products, new models that proved very popular (Peugeot 407 and Citroën C4), and the cost-saving platform strategy.
The Group pursued its commitment to international expansion. It also forged further long-term, targeted cooperation initiatives with other automobile manufacturers, such as the production in Turkey with Fiat-Tofas of a small light commercial vehicle and the supply with Mitsubishi of four-wheel drives, and pursued technological innovations (new compact electronically controlled manual gearbox) in 2004.
The Group's strengthened capabilities and expanded product lineup (Citroën C1, Peugeot 107 and 1007) are expected to drive further growth in sales in 2005.

RENAULT: www.renault.com

In 2004, Renault gained from the successful launch of the Mégane II family, which led sales in Europe. It also confirmed its position as Europe's leading make. In addition, Renault's financial results were boosted by interests in Nissan and AB Volvo.
The internationalization strategy was pursued. Following the presentation of the Logan in June 2004, agreements were signed to produce it in Colombia, India, Iran, Morocco and Russia. Renault Samsung Motors is gearing up to produce a new four-wheel drive in Busan, in close cooperation with Nissan and Renault. Cooperation with Nissan in the alliance has been strengthened, with the first shared engines and the first shared gearbox launched. The Cléon plant will produce the diesel version of the engine.
Further growth should be generated by the development of the Renault-Dacia-Samsung Group, especially in emerging countries, and the launch of the Renault Clio III, completing the offering alongside the Modus and Twingo.

RENAULT TRUCKS: www.renault-trucks.com

In 2001, Renault's truck operations (Renault V.I. and Mack) were merged with those of AB Volvo, in which Renault is now the principal shareholder. The US operations (Mack) were deconsolidated from Renault V.I., which was renamed Renault Trucks. Renault Trucks has more than 14,000 employees, including more than 1,000 in research and development. In addition to industrial cooperation, such as the new Vénissieux plant to produce an 11-liter engine for the entire Volvo Group, synergies among the three makes have generated significant savings, in particular in the area of purchasing.
In 2004, Renault Trucks maintained its market share in Europe and continued its international expansion. Its international sales soared 42%, accounting for 16% of total sales.
In 2005, Renault Trucks vehicles are expected to remain attractive as the main European truck markets maintain their recovery, international expansion continues and the new Renault Magnum is launched.

HEULIEZ: www.heuliez.com

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

FRENCH MANUFACTURERS IN 2004

	Units	PSA Peugeot Citroën	Renault
Sales	€ millions	56,797	40,715
o/w Europe	€ millions	49,767	35,642
o/w outside Europe	€ millions	7,030	5,073
Capital spending	€ millions	2,931	3,016
Net income	€ millions	1,357	3,551
Employees (at December 31)		207,200	130,573

	Units	Automobile division: Peugeot and Citroën	Automotive equipment: Faurecia	Transportation: Gefco	Financing: PSA Finance	Other	Eliminations	Automobile division	Finance division
Sales	€ millions	45,791	10,720	2,894	1,741	899	–5,248	38,645	2,070
Operating income	€ millions	1,126	366	156	512	22		1,974	444
Capital spending	€ millions	2,470	372	64	11	14		2,823	193
Employees (at December 31)		139,000	54,400	8,800	2,400	2,600		127,384	3,189

Source: PSA Peugeot Citroën and Renault annual reports.

COMPETITIVE FACTORS IN THE FRENCH AUTOMOTIVE INDUSTRY

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

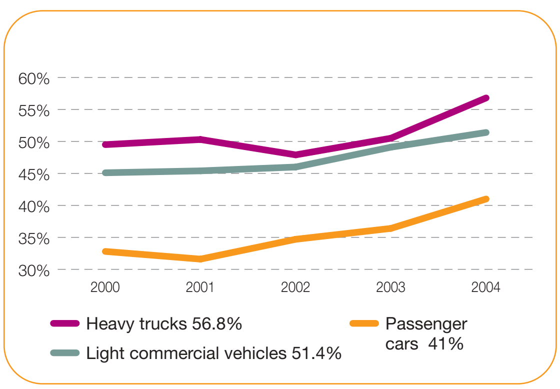
+8 points

Increase in the non-euro zone share of external markets for French automobile manufacturers between 2000 and 2004

Competitiveness is defined as an industry's ability to withstand competition and expand in markets. It is relative, in that it is determined in comparison with the other market operators.
The French automotive industry must be able to perform on a par with its European, American, Japanese and South Korean competitors if it is to be able to continue growing. In addition to problems related to the competitiveness of the economy or industry as a whole, there are competitive factors specific to the French automotive industry, resulting from the properties of the automobile and of the global automobile industry.
One competitive factor that significantly affects the French automotive industry, which exports a large, increasing proportion of its production outside the euro zone, is exchange rates, which can substantially impact trade.

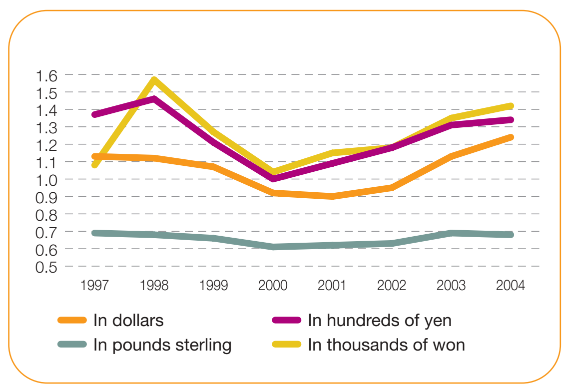
Since early 2002, the euro's rise has adversely affected French exports, forcing automobile manufacturers to bolster their marketing and production initiatives to continue to expand their outlets outside the euro zone.
Other factors are related to the opening of the domestic and external markets. Generally speaking, the domestic market–known as the base market–is a solid platform from which to pursue growth in external markets through international development and innovation. The French automotive industry's base market is France and in particular Europe. It is open to competition, and non-European manufacturers saw their already significant share grow strongly in 2004. In other automotive countries, market access is more difficult and local manufacturers therefore have a wider base as a foundation for their international development.

Share of the non-euro zone (12 countries) in external markets for French automobile manufacturers



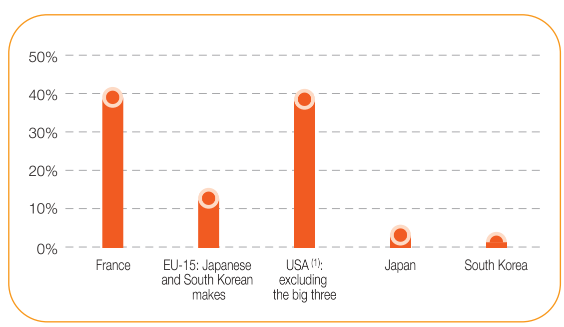
Source: CCFA.

Euro exchange rate



Source: IMF.

Share of foreign makes in passenger car markets in 2004



(1) USA: market share based on light vehicles. The big three are General Motors, Ford and Chrysler (excluding European makes).

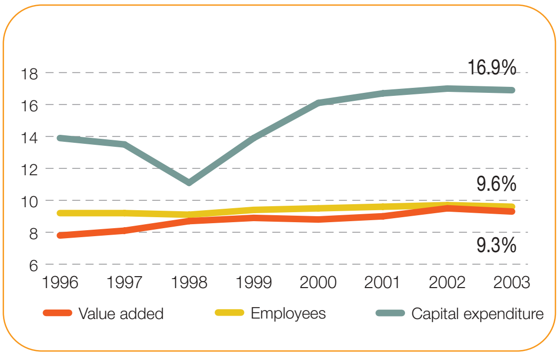
FRENCH AUTOMOTIVE INDUSTRY ECONOMIC DATA

17%

Automotive industry share in capital spending by the French manufacturing and energy sector in 2003, according to SESSI

In 2003, the automotive industry accounted for 9.3% of the value added of France's manufacturing and energy sector.
The workforce made up 9.6% of people employed in the sector.
The automotive industry uses a wide variety of technologies, requiring significant investment that accounted for close to 17% of capital expenditure by the manufacturing and energy sector in 2003.

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



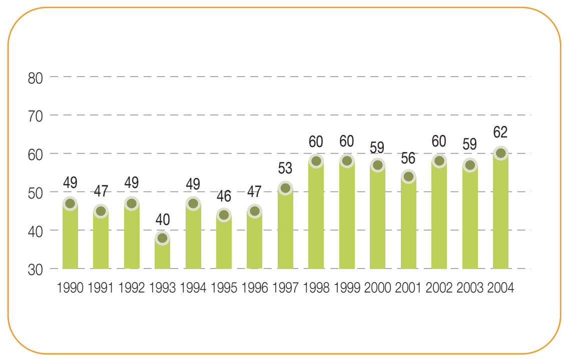
Every year, the statistics office of the French State Secretariat for Industry (SESSI) conducts surveys of French companies, providing a primary source of information about French industry. The automotive industry covers motor vehicle manufacturing; motor vehicle, caravan and recreational vehicle body manufacturing; and upstream manufacturing of automotive equipment. However, the statistics do not encompass all automotive industry suppliers. Products such as automobile seats, tires and glass are classified under other categories **(see page 43).**

MOTOR VEHICLE MANUFACTURING

Between 1996 and 2004, following the strong increase in production, value added (excluding VAT) per employee surged more than 30% in constant euros.
In order to develop new models and optimize production capacity, capital expenditure amounted to more than 4% of sales, or €3.8 billion.
Export sales continued to increase, reaching 61% in 2004, versus 38% in 1990.

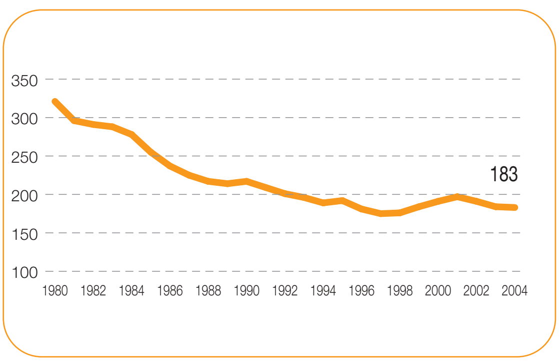
Value added produced by the automobile manufacturing industry (1)

In thousands of 1990 euros per employee



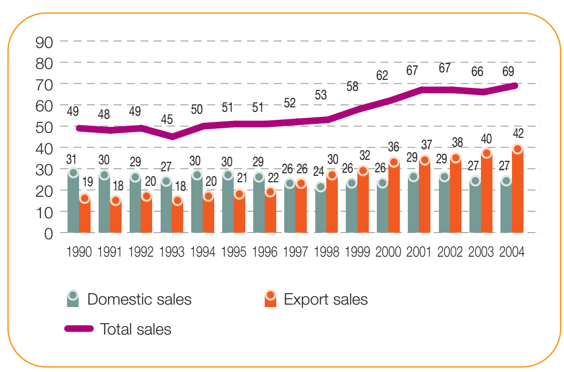
Automobile manufacturing employees (1)

Thousands of jobs



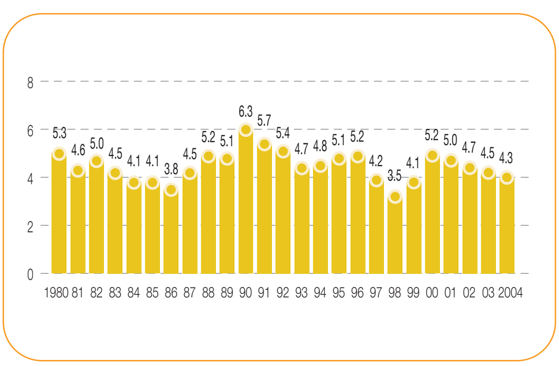
Domestic and export sales by the automobile manufacturing industry (1)

In billions of 1990 euros



Capital expenditure by the automobile manufacturing industry (1)

As a % of sales



(1) CCFA estimates for 2004. See also pages 66 and 67.

AUTOMOTIVE INDUSTRY RESEARCH AND DEVELOPMENT SPENDING

€4.1 billion
French automotive industry research and development expenditure in 2002

In 2002, the French automotive industry led all other industries in France in terms of corporate research and development spending, as it has since 1999. Its expenditure was more than €4.1 billion, accounting for 15.2% of total corporate research and development expenditure. Between 1998 and 2002, gross domestic expenditure on research and development by the automotive industry rose by 52%.
The automobile leverages a wide variety of technologies and therefore requires significant research initiatives to ensure its reliability throughout its lifetime, user safety and environmental protection.
The automotive industry's research and development budgets exceeded those of the pharmaceutical industry (€3.7 billion), the radio, television and communication equipment and components industry (€3.5 billion), and the aviation and space industry (€3.3 billion).

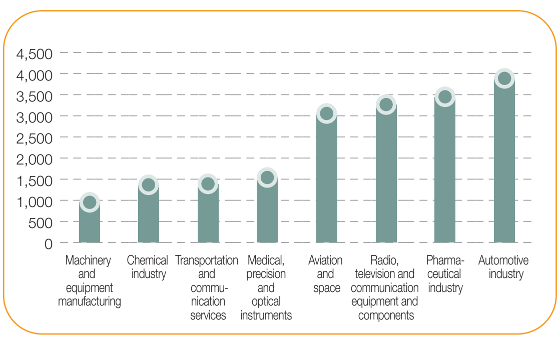
GROSS DOMESTIC EXPENDITURE ON RESEARCH AND DEVELOPMENT IN THE MAIN CORPORATE RESEARCH SEGMENTS IN FRANCE IN 2002	Gross domestic expenditure on corporate research and development	Gross external expenditure on research and development	Total		Of which public funding (1)	
	in € millions	in € millions	in € millions	in %	in € millions	in %
Automotive industry	3,189	943	4,132	15.2	15	0.6
Pharmaceutical industry	2,796	899	3,696	13.6	15	0.6
Radio, television and communications equipment and components	2,858	632	3,490	12.8	337	13.5
Aviation and space	2,328	973	3,301	12.1	1,223	49.0
Medical, precision and optical instruments	1,488	296	1,784	6.6	354	14.2
Transportation and communication services	1,267	344	1,611	5.9	8	0.3
Chemical industry	1,301	307	1,607	5.9	32	1.3
Machinery and equipment manufacturing	991	203	1,195	4.4	286	11.4
Energy and extraction of energy products	717	205	923	3.4	17	0.7
Machinery and electrical equipment manufacturing	755	82	837	3.1	15	0.6
IT services	825	80	905	3.3	45	1.8
Other research segments	3,322	396	3,718	13.7	155	6.2
Total	**21,839**	**5,360**	**27,199**	**100.0**	**2,498**	**100.0**

(1) Excluding research tax credit.

Source: French Ministry of Education and Research (MENESR-DEP B3).

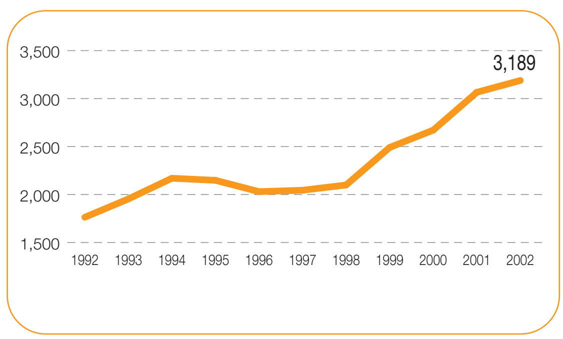
Total corporate research and development expenditure in France in 2002 in the main research segments

In € millions



Automotive industry research and development spending since 1992

In € millions



The research-related statistics office of the Ministry of Education carries out surveys on research and development (R&D) spending by companies and in the wider public sphere. The total R&D budget is broken down into domestic spending, which covers work performed in France, regardless of the origin of funding, and external spending, corresponding to work performed by other companies or public research organizations. A portion of the latter work may be performed outside France (25.7% of the €5.5 billion in 2001).
Since 1999, the leading R&D segment in France is the automotive industry. In addition, it drives others, such as plastics and electronics. In 2002, 16% of domestic R&D spending in the automotive industry was performed by subsidiaries in which foreign companies had a controlling interest of 50% or more.
The automotive industry comprised 29,700 full-time equivalent research positions (11,300 researchers, up 10%) in 2002. According to the French National Industrial Property Institute (INPI), 1,500 vehicle-related patents were filed in 2004, versus 1,200 in 2001, representing close to 9% of all patents filed (not including non-classified). Renault and Peugeot Citroën Automobiles SA filed the second and sixth largest number of patents with INPI in 2004. Faurecia was in seventeenth place.

MOTOR VEHICLE EXPORTS BY FRENCH AUTOMOBILE MANUFACTURERS IN 2004

+6%
Growth in exports by French manufacturers in 2004

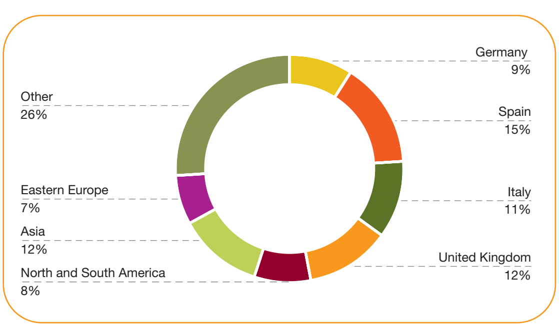
In 2004, French manufacturers exported more than 4 million vehicles for the second year in a row, for an upswing of 6% to nearly 4.3 million vehicles.
Most of this expansion occurred outside Europe, as exports to the continent rose just 0.5% to more than 3.2 million units. Exports to markets outside Europe jumped 26% to more than 1 million units, an increase of 143% over 1999's figure of 415,000 units.
North and South America accounted for 7.4% of total exports, thanks to the recovery in the Argentinean and Brazilian markets and higher exports to Mexico (67,000 units compared with 1,400 in 2000). Asia accounted for 11.1% of exports, with strong growth to Iran (close to 300,000 units, compared with 47,000 in 2000). However, they declined to 92,000 units to China, which was still much higher than the 55,000 units recorded in 2000. Exports increased 65% to Turkey and 38% to Africa, led by South Africa and North Africa.

FRENCH MOTOR VEHICLE EXPORTS IN 2004

	Passenger cars				Commercial vehicles				Total exports		Change
	2003 thousands	%	2004 thousands	%	2003 thousands	%	2004 thousands	%	2003 thousands	2004 thousands	2004/2003 %
Europe	2,882	79.2	2,879	75.4	361	88.6	380	84.6	3,242	3,259	+1
of which:											
EU-25	2,656	73.0	2,581	67.6	312	76.6	323	72.0	2,968	2,904	–2
Germany	380	10.4	325	8.5	40	9.7	44	9.7	419	369	–12
Austria	47	1.3	51	1.3	4	1.1	5	1.2	51	56	+11
Belgium-Luxembourg	176	4.8	179	4.7	23	5.5	21	4.6	199	199	+0
Spain	539	14.8	582	15.2	58	14.3	62	13.8	597	644	+8
Italy	446	12.3	428	11.2	30	7.2	31	6.9	476	460	–3
Netherlands	136	3.7	120	3.1	19	4.7	17	3.8	155	137	–12
Poland	83	2.3	64	1.7	9	2.1	10	2.2	92	74	–19
Portugal	64	1.8	66	1.7	25	6.1	27	5.9	89	93	+5
United Kingdom	499	13.7	472	12.4	63	15.5	64	14.2	562	536	–5
Switzerland	44	1.2	41	1.1	5	1.1	5	1.1	49	46	–7
Turkey	77	2.1	141	3.7	22	5.3	22	4.8	99	162	+65
North and South America	217	6.0	289	7.6	16	4.0	27	6.1	233	316	+36
of which:											
Argentina	31	0.9	54	1.4	5	1.1	10	2.3	36	65	+80
Brazil	105	2.9	127	3.3	3	0.8	6	1.3	108	133	+23
Africa	81	2.2	110	2.9	19	4.7	28	6.2	100	138	+38
Asia	382	10.5	462	12.1	8	1.9	11	2.5	389	473	+21
of which:											
China	107	2.9	91	2.4	0	0.0	0	0.0	107	92	–14
Iran	199	5.5	293	7.7	2	0.5	4	1.0	201	297	+48
Israel	18	0.5	19	0.5	1	0.2	1	0.2	18	19	+5
Japan	24	0.7	19	0.5	0	0.0	0	0.1	24	19	–21
Pacific	20	0.5	16	0.4	2	0.4	2	0.4	22	18	–15
TOTAL	3,638	100.0	3,820	100.0	407	100.0	449	100.0	4,046	4,269	+6
Change 2004/2003	+5%				+10%				+6%		

Source: CCFA.

Main passenger car export markets



Europe remained the primary export market for French vehicles. The region accounted for 75% of passenger car exports, down from 88% in 1999 following the expansion of French automobile manufacturers in Latin America and Asia.
Within Europe, exports of passenger cars to the EU-25 slipped by 2%, in an environment shaped by tougher competition, a stronger euro and the selective sales strategy deployed by French automobile manufacturers. The continued recovery in Turkey and stronger exports to the CIS resulted in a slight increase in exports to Europe.
Europe accounted for 85% of commercial vehicle exports, the same as in 2000. Exports to Eastern Europe continued to increase, while exports to Africa, Asia and North and South America grew, as was also the case for passenger cars.
Spain, the United Kingdom, Italy and Germany were the leading markets for French makes.
The manufacturers' biggest selling passenger cars and commercial vehicles outside France were:
- **Peugeot 206: 615,746 vehicles.**
- **Renault Mégane: 675,341 vehicles.**
- **Citroën C3: 266,007 vehicles.**

FRENCH AUTOMOTIVE FOREIGN TRADE

16%

Share of automotive products in French goods exports in 2004

French automotive exports and imports outperformed the other goods segments, reporting growth of 11% and 12% respectively, despite a worsening French trade balance due in part to higher energy costs and the stronger euro. The automotive manufacturing industry again reported a surplus, which grew to a record €11.8 billion. As in previous years, the industry led the capital goods sectors (€7.3 billion) and the agri-food industry (€8.2 billion).
The new passenger car trade surplus remained stable at a high €7.6 billion, while the light commercial vehicle deficit became a surplus and the deficit in heavy tracks narrowed, due primarily to a rise in exports.

In € billions	New passenger cars	New light commercial vehicles	New heavy trucks	Parts and engines	Total automotive manufac-turing	Used vehicles	Total automobile sector	Total French goods exports (1)	Automotive, in %
Exports (FOB)									
2003	25.7	2.2	2.2	17.1	47.3	1.4	48.7	323.2	15.1%
2004	27.4	2.8	2.8	19.4	52.4	1.6	54.0	342.7	15.8%
% change 2004/2003	+6.7	+29.5	+25.3	+13.1	+10.9	+10.9	+10.9	+6.0	
Imports (CIF)									
2003	18.2	2.4	2.6	13.1	36.3	0.6	36.9	326.2	11.3%
2004	19.8	2.7	3.1	15.0	40.6	0.6	41.3	356.5	11.6%
% change 2004/2003	+9.2	+10.8	+18.2	+15.0	+12.0	+6.0	+11.9	+9.3	
Balance									
2003	+7.5	–0.2	–0.4	+4.0	+11.0	+0.8	+11.8	–3.1	
2004	+7.6	+0.2	–0.3	+4.3	+11.8	+0.9	+12.7	–13.8	
Coverage rate (2)									
2003	142	91	85	131	130	233	132	99	
2004	138	107	90	129	129	244	131	96	

(1) Including military equipment.
(2) Exports/imports x 100.
FOB (Free-on-board): transaction value including freight and insurance up to the border of the exporting country.
CIF (Cost, insurance, freight): transaction value including freight and insurance up to the border of the importing country.

Source: Customs data processed by CCFA, National accounts, base 2000

The automotive industry's share of all goods exports has increased significantly since 1997, reaching 15.8% in 2004. Automotive industry imports accounted for 11.6% of all goods imports, compared with 9% in 1997, when there was a recession in the French new vehicle market.
The trade balance for passenger cars has improved significantly over the past eight years, from a deficit of €350 million in 1996 to healthy surpluses today. The 2004 surplus remained at more than €7.5 billion. Exports increased to Spain and the United Kingdom and were substantially higher to Iran, Turkey and Algeria.

Light commercial vehicles returned to a surplus of €200 million, compared with a deficit of €500 million in 2002. Exports were up a sharp 30% to €2.8 billion. The heavy truck segment reduced its deficit to €300 million, thanks to strong growth of 25% to €2.8 billion.
After several years of decline, exports and imports of parts and engines rose more than 10%. As a result, the trade surplus was €4.3 billion.

FRENCH AUTOMOTIVE FOREIGN TRADE

€11.8 billion

French automotive manufacturing surplus in 2004

Automotive manufacturing exports (excluding used vehicles) exceeded imports by more than €10 billion for the fourth consecutive year. This included a €6.7-billion surplus with other EU-15 countries and a €5.1-billion surplus with the rest of the world, compared with €4.2 billion in 2003. Latin America, Africa and the Middle East were the main regions in which the rest of the world surplus increased.
As in the past, surpluses exceeding €1 billion with the United Kingdom (€3.7 billion), Italy (€2.1 billion), and Belgium and Luxembourg (€2.4 billion) largely offset deficits with Germany (€5.1 billion), Japan and South Korea.

AUTOMOTIVE MANUFACTURING FOREIGN TRADE BALANCE

In € billions	1985	1990	1999 (1)	2000	2001	2002	2003	2004
Combined	4.57	4.13	8.63	9.84	10.33	10.62	11.00	11.80
Intra-EC (12 countries)	0.29	0.45						
Intra-EU (15 countries)			5.70	5.80	5.89	6.67	6.82	6.68
Intra-EU (25 countries)							7.72	7.67
of which:								
Germany	–1.62	–2.20	–2.30	–3.75	–5.96	–4.77	–4.13	–5.06
Austria			0.30	0.33	0.29	0.39	0.47	0.60
Belgium-Luxembourg	0.26	0.68	0.46	0.35	0.77	1.23	1.98	2.37
Denmark		0.12	0.26	0.23	0.32	0.36	0.25	0.34
Spain	–0.55	–0.14	0.79	1.55	2.08	0.86	0.94	0.55
Finland			0.15	0.17	0.17	0.20	0.23	0.24
Italy	0.59	0.13	0.61	0.58	1.15	1.96	2.09	2.11
Netherlands	0.34	0.57	1.34	1.54	1.07	1.19	0.87	0.54
Poland								0.34
Portugal	0.12	–0.12	0.47	0.50	0.54	0.48	0.26	0.34
Czech Republic								–0.03
United Kingdom	0.98	1.21	3.25	3.56	4.51	3.87	3.09	3.70
Slovenia								0.20
Sweden			–0.12	0.14	0.27	0.26	0.27	0.25
Outside EC (12 countries)	4.27	3.69						
Outside EU (15 countries)			2.93	4.04	4.44	3.95	4.18	5.13
Outside EU (25 countries)							3.28	4.13
including:								
Austria	0.15	0.22						
Finland		0.10						
Norway		0.06	0.11	0.13	0.16	0.17	0.18	0.21
Poland			0.32	0.25	0.31	0.42	0.46	
Czech Republic			0.06	–0.01	0.01	–0.04	–0.01	
Slovenia			0.20	0.15	0.12	–0.07	0.03	
Sweden		0.05						
Switzerland	0.27	0.50	0.59	0.59	0.70	0.67	0.63	0.60
Turkey		0.17	0.18	0.55	–0.08	–0.11	0.13	0.36
Yugoslavia	0.03	0.07						
Canada	0.12	0.15	0.03	–0.02	–0.03	–0.02	–0.02	–0.02
United States	0.81	0.41	0.59	0.46	0.52	0.46	0.33	0.35
Mexico	0.00	–0.01	0.02	0.03	0.00	0.10	0.11	0.12
Argentina		0.06	0.43	0.38	0.20	0.03	0.05	0.16
Brazil		0.07	0.14	0.25	0.23	0.16	0.08	0.18
Algeria	0.56	0.47	0.24	0.29	0.40	0.46	0.50	0.55
Morocco		0.18	0.11	0.12	0.11	0.15	0.13	0.12
Nigeria		0.14	0.12	0.15	0.18	0.13	0.10	0.07
Tunisia		0.11	0.15	0.17	0.21	0.21	0.09	0.11
Saudi Arabia		0.06	0.05	0.06	0.03	0.05	0.04	0.05
China		0.05	0.15	0.09	0.09	0.11	0.13	0.24
South Korea		0.02	–0.18	–0.22	–0.24	–0.28	–0.31	–0.44
Iran		0.10	0.05	0.15	0.41	0.62	0.95	1.30
Japan	–0.43	–0.63	–1.11	–1.04	–1.16	–1.47	–1.59	–1.71
Taiwan	0.03	0.14	0.00	0.02	0.05	0.02	0.02	0.00

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

The trade surplus with the EU-15, which ranged between €5.5 billion and €6 billion between 1997 and 2001, was €6.7 billion for the third year in a row. Between 2003 and 2004, trade balances with Belgium and the United Kingdom improved sharply, with exports outpacing imports. In contrast, the trade deficit with Germany widened by €930 million, topping €5 billion. With the ten new member countries, the automotive manufacturing trade surplus stood at close to €1 billion, compared with €900 million in 2003, in particular due to a doubling of the commercial vehicle surplus.
Outside the EU-25, the automotive manufacturing trade surplus grew €850 million to €4.1 billion. The improved trade balance with Latin American, African, Middle Eastern and CIS countries largely offset steadily wider deficits with South Korea and Japan.

AUTOMOTIVE INDUSTRY PRODUCTION AND ITS ECONOMIC IMPACT

25%

Share of commercial sector in automotive industry purchases from other industries

In 2004, automotive industry production, which includes automobiles and automotive equipment, totaled €98 billion, constituting a 77% increase since 1996.
Value added represented 17% of output, or more than €16 billion. Total purchases amounted to €81 billion. Purchases have quintupled since 1980 and are made from a number of industries. Purchases from the commercial sector accounted for more than 15% of total automotive industry purchases in 2003, or 25% of purchases from other industries.

ANALYSIS OF AUTOMOTIVE INDUSTRY PRODUCTION

		1980	1990	2001	2002	2003 (1)	2004 (1)
Purchases from other industries	%	–	–	63.8	62.2	61.8	–
Consumer goods industries	%	–	–	3.4	3.3	3.2	–
of which: Apparel, leather	%	–	–	0.4	0.4	0.4	–
Household equipment	%	–	–	2.8	2.7	2.6	–
Capital goods industries	%	–	–	9.8	9.9	9.6	–
of which: Mechanical equipment	%	–	–	6.7	6.5	6.2	–
Electrical and electronic equipment	%	–	–	2.9	3.3	3.3	–
Ships, aircraft and railway rolling stock	%	–	–	0.1	0.1	0.1	–
Intermediate goods industries	%	–	–	33.6	32.5	32.3	–
of which: Metallurgy and metalworking	%	–	–	16.6	15.8	15.9	–
Chemicals, rubber, plastics	%	–	–	9.8	9.8	9.6	–
Electrical and electronic components	%	–	–	2.9	3.3	3.3	–
Mineral products	%	–	–	1.7	1.6	1.6	–
Textiles	%	–	–	1.4	1.4	1.4	–
Energy	%	–	–	1.2	1.2	1.2	–
of which: Electricity, gas and water supply	%	–	–	0.6	0.6	0.7	–
Fuels and motor fuels	%	–	–	0.6	0.5	0.5	–
Construction	%	–	–	0.2	0.2	0.2	–
Transportation	%	–	–	0.6	0.6	0.6	–
Financial services	%	–	–	0.7	0.8	0.8	–
of which: Financial intermediation	%	–	–	0.5	0.6	0.5	–
Insurance and auxiliary activities	%	–	–	0.2	0.2	0.3	–
Real estate activities	%	–	–	0.3	0.3	0.3	–
of which: Property leasing	%	–	–	0.3	0.3	0.3	–
Corporate services	%	–	–	11.9	11,4	11.4	–
of which: Consultancy and support	%	–	–	4.2	3.9	3.9	–
Operating services	%	–	–	3.3	3.2	3.2	–
Research and development	%	–	–	4.2	4.1	4.1	–
Post and telecommunications	%	–	–	0.3	0.3	0.3	–
Other commercial sector industries	%	–	–	0.3	0.3	0.3	–
All commercial sector purchases	%	–	–	15.5	15.2	15.2	–
Purchases within the industry	%	–	–	36.2	37.8	38.2	–
TOTAL PURCHASES	in € billions	16.3	39.0	75.6	76.6	77.1	81.4
In % of production at base prices	%	77.1	78.4	82.9	81.9	82.8	83.3
VALUE ADDED BY THE INDUSTRY	in € billions	4.8	10.8	15.6	17.0	16.1	16.3
In % of production at base prices	%	22.9	21.6	17.1	18.1	17.2	16.7
TOTAL PRODUCTION AT BASE PRICES	in € billions	21.1	49.7	91.2	93.6	93.2	97.7
In % of production at base prices	%	100.0	100.0	100.0	100.0	100.0	100.0

(1) Data for 2003 and 2004 are provisional.

Source: INSEE – National accounts (base 2000).

For the first time, the figures are expressed using 2000 as the base year. Total industry purchases in 2003 were split 38% purchases within the industry and 62% purchases from the other industries. Intermediate goods accounted for a third of purchases, including metallurgy. The metalworking industry remained the leading supplier, accounting for 16% of total purchases.

The commercial sector accounted for 15% of purchases. The most requested corporate services were consultancy and support (4%), research and development (4%) and operating services (3%).
Purchases of capital goods (mechanical, electrical and electronic equipment) accounted for 10% of total purchases.

AUTOMOBILE PRICE INDICES

+7.8%

Increase in INSEE's 2004 motor fuel price index

The new passenger car price index rose 1.7% in 2004, or 0.4 percentage points less than inflation. Since 1995, prices have decreased close to 12% in real terms.
Fuel prices resumed their rise in 2004. The new motor fuel price index was up 7.8% and was more than 2% higher than the 2000 level, when it increased by more than 18%.
The repair and maintenance price index (excluding parts and accessories) increased by more than 4%, as in previous years. After remaining relatively stable for a number of years, the parts and accessories price index rose 3.4% and was 7.3% higher than in 1998.
The indices for the different means of passenger transportation were close to their 1995 levels in 2004 in real terms. The index for personal vehicles (purchase and use of personal vehicles) rose by 3%, while the rail and road passenger transportation index increased 2%. The air passenger transportation index slipped 1%.

YEAR-ON-YEAR AUTOMOBILE PRICE CHANGES	Consumer prices	New car prices	Prices of parts, accessories, repairs and maintenance	Fuel prices
1985	5.8%	6.7%	6.6%	10.2%
1986	2.6%	7.4%	6.1%	–15.0%
1987	3.1%	3.3%	11.7%	1.4%
1988	2.7%	1.1%	6.1%	–0.1%
1989	3.6%	3.3%	4.6%	7.7%
1990	3.4%	0.6%	5.1%	3.8%
1991	3.2%	2.3%	5.8%	0.3%
1992	2.4%	1.3%	5.6%	–2.0%
1993	2.1%	2.3%	4.7%	3.7%
1994	1.7%	–0.1%	3.3%	3.6%
1995	1.7%	1.2%	3.2%	4.1%
1996	2.0%	–0.1%	3.4%	7.3%
1997	1.2%	–2.6%	0.9%	3.8%
1998	0.7%	1.0%	0.5%	–3.1%
1999	0.5%	–1.6%	0.8%	4.4%
2000	1.7%	–0.1%	0.8%	18.5%
2001	1.7%	0.7%	2.0%	–4.8%
2002	1.9%	1.1%	3.2%	–2.8%
2003	2.1%	1.3%	2.7%	2.4%
2004	**2.1%**	**1.7%**	**3.8%**	**7.8%**

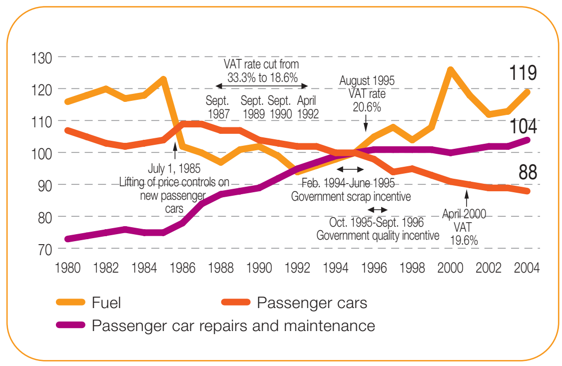
Source: INSEE, CCFA calculations.

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

The new car price index compares the prices of passenger cars with similar technical characteristics, to factor out price rises resulting from quality and equipment improvements. Allowance is made for periodic rebates.
To calculate the actual change in the key components of the cost of owning a car, the indices have been adjusted to take account of changes in the consumer price index.
When price controls were lifted in 1985, the cost of a new passenger car rose in real terms. Subsequently, the successive cuts in VAT rates on new passenger cars, from 33.3% to 18.6% between 1987 and 1992, led to a reduction in new car prices in real terms. Since then, car prices have continued to decline steadily in real terms due to competition and to scrap incentives between 1994 and 1996. A two-point increase in the VAT rate in August 1995 temporarily slowed the downward movement.

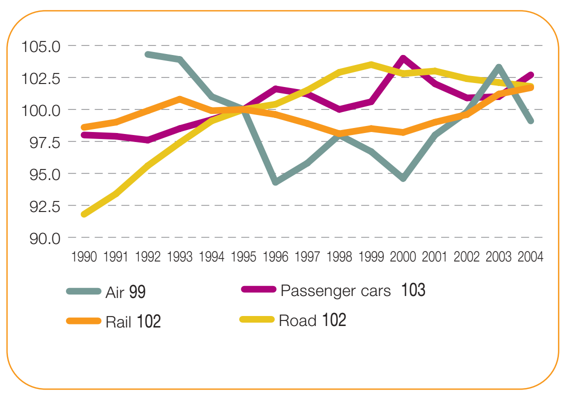
New passenger car, fuel, parts, accessories, maintenance and repair price indices, adjusted for inflation

1995 = base 100



Passenger transportation method price indices, adjusted for inflation

1995 = base 100



Source: INSEE, CCFA presentation.

Actual repair and maintenance costs have risen steadily since 1985, along with the increase in required technology investments and the improved qualifications of mechanics. Costs stabilized between 1996 and 2000 as declining component costs were offset by increased labor costs. The index has been rising again since 2002, as was the trend between 1985 and 1996.

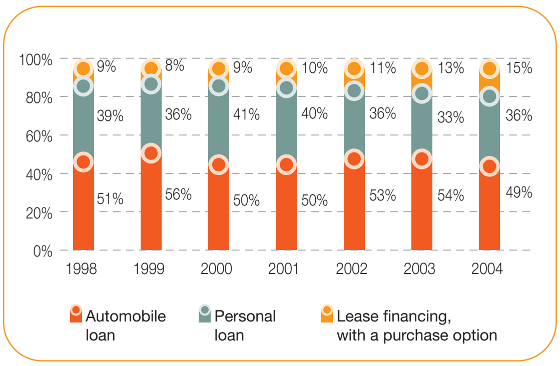
RETAIL FINANCING

In 2004, 62% of new cars purchased by consumers were bought on credit, compared with less than 60% in 2001-2002. Of these, nearly half were financed with automobile or conventional loans, ahead of personal loans (36%) and lease financing with a purchase option (15%, compared with 8 to 9% in the late 1990s). Automobile loans are supported by solutions combining financing, insurance, maintenance and/or support.

62%

of new cars purchased by consumers were bought on credit

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

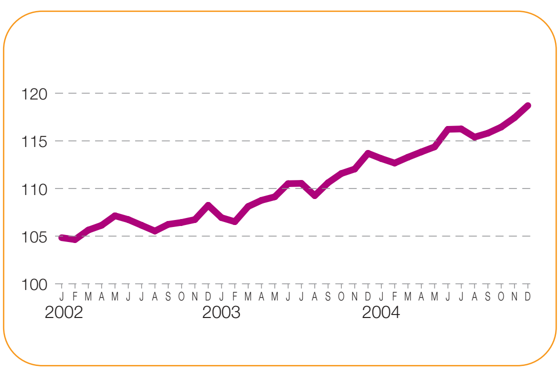


Source: ASF, CCFA.

Buyers of new and used cars have the choice of paying cash or purchasing the vehicle on credit.
There are three types of financing on offer:
• Automobile or conventional loans provided either by the finance subsidiaries of the manufacturers and importers, or by the subsidiaries of financial or banking groups, which are independent from the manufacturers.
• Leasing with a purchase option. The lessee has the use of the vehicle and pays rent over the term of the lease, which may be as long as 60 months, i.e. five years. The purchase option may be exercised during the lease period or on expiration of the lease.
• Personal or bank loans.
Data obtained from a variety of sources (industry associations, registration statistics, surveys) are used to estimate the percentage of new cars purchased on credit.
After slowing down in 2002, consumer loans resumed growing, resulting in year-on-year growth of 5.1% at end-December 2003 and 4.4% at end-December 2004. Despite a drop in interest rates, the increase was smaller than in 1999-2000 due to a more lackluster economic environment, in which households are incurring debt for housing, and flagging consumer confidence as a result of mounting unemployment and slower growth in purchasing power.

Loans by consumer-credit institutions

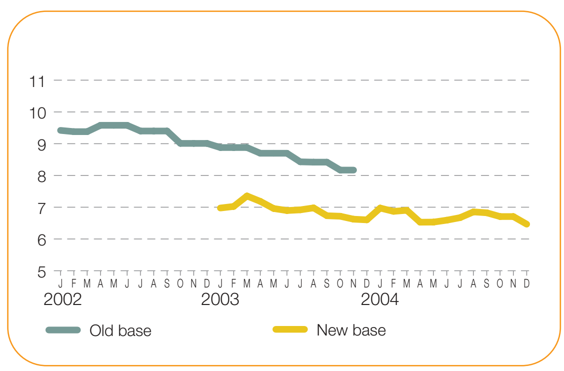
In € billions



Source: Banque de France.

Interest on loans

Interest rate in %



Source: Banque de France.

USED PASSENGER CARS

For the fifth consecutive year, used car registrations exceeded five million, reaching 5,444,000 units.
Every year, two or three used cars are purchased for every new car.
Each year, used cars represent 18% of the passenger car fleet.
Used car purchases accounted for 60% of total purchases, versus 51% in 1991.
The average duration of ownership is over four years.

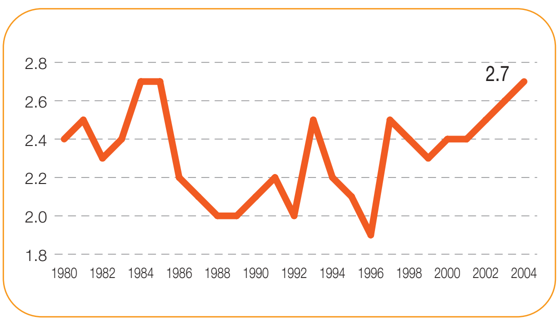
18%
of vehicles changed hands in 2004

USED PASSENGER CAR REGISTRATIONS

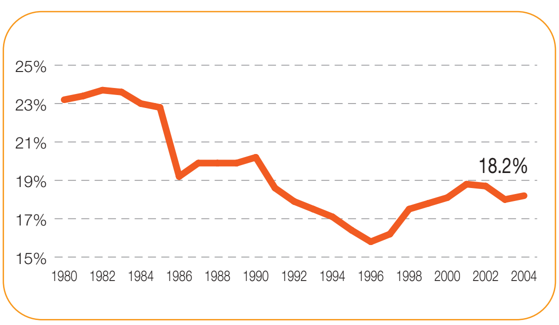
	Unit	1980	1990	1999	2000	2001	2002	2003	2004
REGISTRATIONS									
New cars	thousands	1,873	2,309	2,148	2,134	2,255	2,145	2,009	2,014
Used cars	thousands	4,441	4,759	4,896	5,082	5,396	5,457	5,322	5,444
Ratio used/new		2.4	2.1	2.3	2.4	2.4	2.5	2.6	2.7
Cars less than 5 years old	% used		52	40	40	41	42	42	41
including:									
– Cars less than 1 year old	% used		12	12	12	12	12	11	10
– Cars less than 1 year old	% new		25	28	29	30	30	29	28
Cars more than 5 years old	% used		48	60	60	59	58	58	59
Total at December 31	thousands	19,130	23,550	27,480	28,060	28,700	29,160	29,560	29,900
Ratio used/total	%	23.2	20.2	17.8	18.1	18.8	18.7	18.0	18.2

Source: CCFA.

Used/new car ratio



Used/total car ratio



Passenger cars are durable goods that consumers purchase, use, maintain and eventually sell in the second-hand market. Used cars are purchased and sold either through dealers or directly between consumers. Those less than five years old are usually sold through dealers.
Representing between four and six million transactions a year, the used car market fluctuates less than the new car market. Demand for new cars remained stable at just over 2 million units in 2004, while demand for used cars rose 2.3% to more than 5.4 million units. The used/new car ratio increased by 0.1 percentage points to 2.7.
Transactions involving vehicles more than five years old rose due to the aging of the passenger car fleet and to increasing multi-car ownership in France. The share of such transactions thus increased from 48% in 1990 to 59% in 2004. Excellent levels of new car registrations between 1998 and 2002 automatically increased the percentage of cars less than five years old from 40% to 42% between 2000 and 2003.
Used cars less than one year old may be considered as new, since they are often registered by automobile dealers as demonstrator or leased vehicles and then sold in the retail market. They represented just over 550,000 registrations, or 28% of the new car market.

CONSUMER SPENDING ON PRIVATE VEHICLES

€123
billion spent by consumers on automobiles and motorcycles in 2004, according to INSEE

Since 2002, the economic environment has been less conducive to consumer spending than in previous years. Total purchasing power edged up 1.4% in 2004, compared with 0.4% in 2003 and over 3% between 1998 and 2002. In addition, rising unemployment coupled with higher fuel prices dampened consumer confidence. However, spending continued to grow as savings declined.
As a result, spending on automobiles rose 4.6% to more than €37 billion in 2004. Spending on fuel and lubricants increased 7.6% to over €30 billion, while spending on automotive insurance continued to expand, to €5.7 billion, against €3.7 billion in 1999.

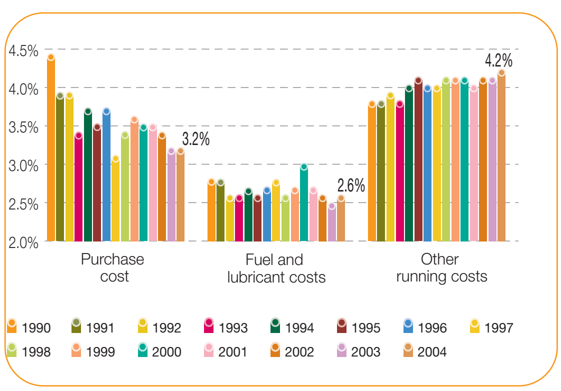
CONSUMER SPENDING ON PRIVATE VEHICLES

Amount and as a % of total consumer spending for the year	Unit	1990		1995		2003 (1)		2004 (1)		% change 2004/2003
Purchase cost	€ billions	31.9	4.4%	29.7	3.5%	35.9	3.2%	37.6	3.2%	+4.6%
– New and used cars		29.6	4.1%	27.3	3.2%	32.4	2.9%	33.9	2.9%	+4.5%
of which new cars		24.7	3.4%	21.8	2.6%	22.1	1.9%	23.3	2.0%	+5.2%
– Caravans, motorcycles, bicycles		2.3	0.3%	2.4	0.3%	3.5	0.3%	3.7	0.3%	+5.7%
Running costs	€ billions	47.9	6.6%	57.5	6.8%	75.3	6.6%	79.5	6.7%	+5.5%
– Parts and accessories		12.3	1.7%	16.1	1.9%	22.8	2.0%	24.1	2.0%	+5.8%
– Fuel and lubricants		20.3	2.8%	22.5	2.6%	28.2	2.5%	30.4	2.6%	+7.6%
– Maintenance and repairs		11.1	1.5%	13.3	1.6%	16.3	1.4%	16.8	1.4%	+2.5%
– Tolls, parking fees, rental, driving lessons		4.1	0.6%	5.6	0.7%	8.0	0.7%	8.3	0.7%	+3.4%
Insurance	€ billions	4.1	0.6%	3.9	0.5%	5.4	0.5%	5.7	0.5%	+6.4%
Total consumer spending on private vehicles		83.8	11.6%	91.0	10.7%	116.6	10.3%	122.8	10.4%	+5.3%
Public transportation	€ billions	10.3	1.4%	11.1	1.3%	17.0	1.5%	18.0	1.5%	+6.2%
TOTAL CONSUMER SPENDING FOR THE YEAR	**€ billions**	**723**	**100%**	**849**	**100%**	**1,136**	**100%**	**1,180**	**100%**	**+3.9%**
Number of households (mainland France)	thousands	21,604		22,901		25,148		25,476		+1.3%
Spending on private vehicles per household	euros	3,880		3,975		4,639		4,820		+3.9%
Spending on private vehicles per vehicle-owning household	euros	5,071		5,070		5,820		5,987		+2.9%

(1) Provisional data that may be readjusted over three years. *Source: INSEE Consumer Spending, 2004 - 2000 base.*

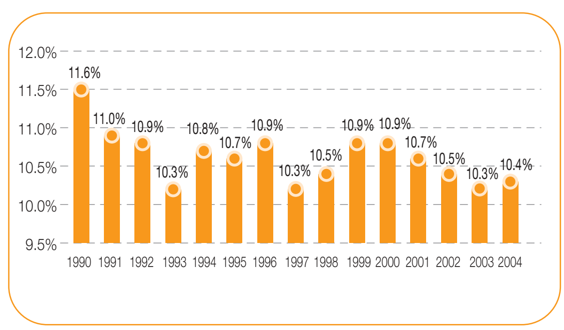
Percentage of household budget allocated to owning a car, 1990 to 2004

As a % of total consumer spending



Total automobile-related expenditure

As a % of total consumer spending



In 2004, French spending on personal transportation (primarily private vehicles) rose by 5.3% to €123 billion, an amount that represented 87% of all consumer spending on personal and public transportation combined.
Consumer spending on cars, relative to total consumer spending, is expressed as the percentage of household budget allocated to owning a car. Since the beginning of the 1990s, this percentage has ranged between 10% and 11.6%.

Spending on car purchases tends to fluctuate widely, a fact that largely explains most of the changes in the percentage of the household budget allocated to owning a car. In 2004, the portion of the budget allocated to car purchases was 3.2%, stable in relation to the previous year. It was only 0.3 percentage points higher than in 1997, its lowest since 1990.
The cost of maintaining and repairing vehicles has increased in recent years and represented 3.5% of total consumer spending in 2004, the same level as in 1995.

CAR OWNERSHIP

34%

Proportion of households owning two or more cars

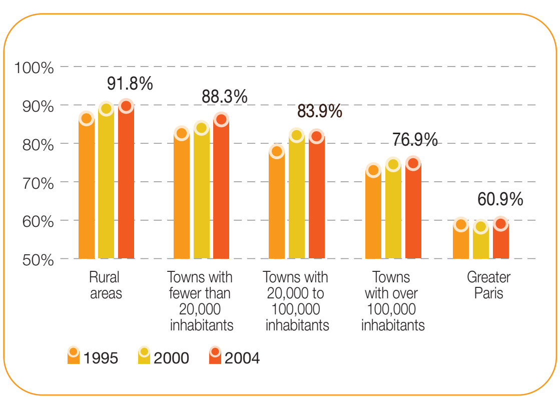
As in previous years, the proportion of households owning at least one vehicle has remained stable at 80%, while the proportion of households owning two or more cars has grown steadily, accounting for 34% of the total in 2004, compared with 26% in 1990 and 16% in 1980.
Women are the main drivers of 40% of the car fleet.

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

In percent	1980	1985	1990	1995	2000	2004
By socio-professional category						
Farmers	87.3	92.4	95.9	98.9	91.1	95.4
Farm workers	72.6	72.4	74.7	–	–	–
Tradesmen, craftsmen, business owners	91.1	94.3	95.2	89.4	90.6	90.4
Self-employed professionals, executives	93.6	95.0	94.4	85.5	84.6	83.0
Middle management	90.2	92.4	93.3	88.7	90.8	89.0
White collar workers	75.4	75.7	78.3	75.9	77.5	81.0
Blue collar workers	80.4	85.1	87.2	89.7	88.7	89.0
Service employees	57.9	51.5	59.3	–	–	–
Other working population	91.2	84.8	90.2	–	–	–
Non-working population	39.6	48.9	54.6	65.8	70.9	71.0
of which retired persons	–	–	59.4	70.9	76.0	75.2
Based on area of residence						
Rural areas	71.7	77.8	82.1	88.6	91.1	91.8
Towns with fewer than 20,000 inhabitants	69.6	75.0	76.6	84.7	86.1	88.3
Towns with 20,000 to 100,000 inhabitants	72.3	73.9	77.3	80.0	84.2	83.9
Towns with over 100,000 inhabitants	69.5	73.5	74.2	75.1	76.6	76.9
Greater Paris	69.3	71.7	77.0	60.8	60.4	60.9
Paris intra-muros	48.8	48.5	47.3	–	–	–
Based on location of residence						
Town center	–	–	–	67.6	69.4	67.9
Suburb	–	–	–	79.3	80.5	81.5
Semi-rural area	–	–	–	88.5	89.8	90.5
Rural area	–	–	–	85.3	90.4	91.1
Age of household head						
Under 25	–	–	–	51.2	49.3	56.6
25-34	–	–	–	85.1	82.4	81.2
35-44	–	–	–	86.7	86.3	88.1
45-54	–	–	–	87.5	87.4	85.0
55-64	–	–	–	84.9	87.0	86.9
Over 65	–	–	–	61.9	69.0	69.7
COMBINED TOTAL	69.3	73.4	76.5	78.4	80.3	80.5
Vehicles of which women are the main drivers	–	–	–	–	40.4	40.2

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

Car ownership based on area of residence



The car ownership rate is expressed as a percentage of households that own at least one vehicle.
Car ownership is largely dependent on the household's revenues, the age of the head of the household, the socio-professional category, where they live and the number of people in the household.
- **Car ownership is very high among households in rural and semi-rural areas, i.e. rural areas located close to towns.**
- **The rate of car ownership among older households is increasing.**
- **Rural households and households in cities with a population of fewer than 20,000 people are more likely to own two or more vehicles.**

PERSONAL VEHICLES IN USE

More than two-thirds of the private vehicle fleet are French makes. Forty-eight percent are fueled by unleaded gasoline and 47% are diesel-powered.
The average kilometers on the odometer continued to rise, reaching 100,000 kilometers, i.e. 30,000 kilometers more than in 1990.

77%
Percentage of vehicles used daily—or near daily—for commuting

AND 56%
Percentage of vehicles used for travel to and from work

VEHICLE FLEET (OWNED, LEASED OR LOANED)

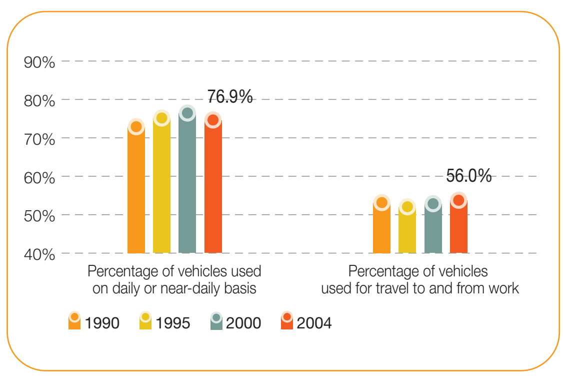
	Unit	1980	1990	1995	2000	2004
Total fleet	millions	**16.7**	**23.0**	**25.1**	**27.4**	**30.0**
Average vehicle age	years	5.8	5.8	6.6	7.3	7.6
Breakdown by make						
Renault	%	36.2	33.3	33.3	33.3	31.0
PSA Peugeot Citroën (including Talbot)	%	47.1	38.3	36.2	35.2	36.3
Foreign makes	%	16.7	28.4	30.5	31.4	32.6
Breakdown by power category for tax purposes						
2-3 hp (1)	%	12.3	3.4	1.6	0.7	–
4-5 hp	%	23.2	38.4	38.9	40.5	43.6
6-7 hp	%	47.0	47.1	48.6	50.0	47.2
8 hp and above	%	17.5	12.8	10.9	8.8	9.3
Breakdown by vehicle range						
Low range	%	–	39.4	43.4	45.1	44.5
Low-mid range	%	–	20.8	24.3	27.3	31.2
High-mid range	%	–	26.0	22.2	19.9	16.8
Premium range	%	–	8.7	7.0	7.0	6.4
Other	%	–	5.1	3.2	0.8	1.1
Percentage of vehicles purchased new	%	**55.7**	**50.4**	**45.2**	**43.9**	**40.3**
Breakdown by type of fuel used						
Premium unleaded	%	–	15.5	38.4	49.1	47.6
Premium leaded – AVSR (anti-valve seat recession additive)	%	–	62.9	28.8	11.9	5.0
Regular	%	–	4.1	1.3	–	–
LPG - CNG	%	–	0.1	0.0	0.7	0.5
Diesel	%	–	17.4	30.9	38.1	46.9
Average kilometers on odometer	Km	**–**	**69,500**	**84,080**	**93,140**	**99,530**
Percentage of vehicles used on daily or near-daily basis	%	–	75.1	77.4	78.7	76.9
Percentage of vehicles used for travel to and from work	%	–	55.4	54.3	55.1	56.0

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

Source: Sofres survey data processed by CCFA and Inrets.

An annual Sofres survey gives a clear picture of the cars owned or available to households in France.
Most of these vehicles are passenger cars, but light commercial vehicles account for about 5% of the total fleet and their numbers are still increasing.
After rising throughout the 1990s, the average age of a vehicle tended to stabilized between 2000 and 2002 as the economic environment improved. It is now rising again, reaching 7.6 years in 2004.
The most common power ratings were in the 4 to 7 hp categories. Low and low-mid range cars have become more popular in recent years, representing respectively 45% and 31% of the total fleet in 2004, to the detriment of premium range models, whose share is 17%.

Vehicle use



AUTOMOBILE TRAFFIC

89% of inland transportation took place by road in 2004

AND 80% of inland ground transportation of goods took place by road haulage in 2004

Although automobile traffic increased by an annual average of 2.6% between 1980 and 2001, the slowdown in economic growth, coupled with ongoing high fuel prices, resulted in a mild 0.9% increase on average since 2001 and only 0.5% in 2004.
The average number of kilometers covered per year by passenger cars was down for the third year in a row, falling to the early 1990s level of 13,600 kilometers.
Owing to the limited increase in automobile traffic and the reduction in consumption per vehicle, road vehicle fuel consumption was edged up just 0.3% in 2004, following a decline of 0.9% in 2003, taking it below the 2001 level.
Fuel consumption, which includes the consumption of foreign vehicles in France, was supported by strong growth in transit traffic and road cabotage.

TRAFFIC STATISTICS

							% change	% average annual change	
	Unit	1980	1990	2000	2003	2004	2004/1980	2004/1980	2004/2003
Annual average no. of vehicles	thousands of vehicles	**21,791**	**28,109**	**33,452**	**35,386**	**35,834**	**+64**	**+2.1**	**+1.3**
Passenger cars		18,603	23,280	27,770	29,360	29,730	+60	+2.0	+1.3
of which: gasoline		17,793	19,760	18,150	17,085	16,571	–7	–0.3	–3.0
diesel		810	3,520	9,620	12,276	13,160	+1,525	+12.3	+7.2
Light commercial vehicles (LCV)		2,650	4,223	5,055	5,390	5,465	+106	+3.1	+1.4
of which: gasoline		1,994	2,279	1,299	1,117	1,058	–47	–2.6	–5.3
diesel		656	1,944	3,756	4,273	4,408	+572	+8.3	+3.2
Heavy trucks (> 5t)		481	538	547	555	557	+16	+0.6	0.5
Coaches and buses		57	69	80	82	82	+44	+1.5	+0.6
Average kilometers per year	thousands of km								
Passenger cars		12.8	13.6	13.8	13.8	13.6	+6	+0.2	–1.5
of which: gasoline		12.2	12.1	11.1	10.7	10.5	–14	–0.6	–2.1
diesel		25.8	22.2	18.9	18.0	17.4	–32	–1.6	–3.2
Light commercial vehicles (LCV)		14.5	15.9	15.9	16.3	16.4	+13	+0.5	+0.6
of which: gasoline		12.4	11.6	8.5	8.3	8.4	–32	–1.6	+1.3
diesel		20.1	20.6	18.4	18.4	18.3	–9	–0.4	–0.4
Heavy trucks (> 5t)		35.6	36.2	48.4	47.6	49.3	+38	+1.4	+3.6
Coaches and buses		31.6	31.0	29.7	29.5	29.9	–5	–0.2	+1.4
Consumption per vehicle	liters/100 km		19.46	26.48	26.37	27.44			
Passenger cars: gasoline		9.40	8.70	8.07	7.81	7.70	–18	–0.8	–1.5
Passenger cars: diesel		8.60	6.90	6.67	6.54	6.48	–25	–1.2	–0.9
LCV: gasoline		10.00	9.20	9.51	9.25	9.11	–9	–0.4	–1.5
LCV: diesel		12.40	10.50	9.72	9.57	9.49	–23	–1.1	–0.8
Heavy trucks: diesel		34.90	34.40	37.69	36.72	36.53	+5	+0.2	–0.5
Buses and coaches: diesel		40.00	42.70	32.60	31.88	31.48	–21	–1.0	–1.3
Fuel consumption (all road transportation)	millions of liters								
Gasoline		24,696	25,292	18,954	16,874	15,898	–36	–1.8	–5.8
Diesel		11,532	19,438	32,355	35,328	36,453	+216	+4.9	+3.2
TOTAL TRAFFIC	billions of veh./km	**320**	**436**	**526**	**557**	**560**	**+75**	**+2.4**	**+0.5**
of which: passenger cars and light commercial vehicles		290	403	463	492	493	+70	+2.2	+0.2
ROAD TRAFFIC									
Passenger car users	billions of pass./km	452.5	585.6	699.6	738.6	736.9	+63	+2.1	–0.2
Coach and bus users	billions of pass./km	36.0	41.3	43.0	42.7	44.0	+22	+0.8	+3.0
Goods transportation	billions of t/km	116.8	193.9	266.5	278.8	295.6	+153	+3.9	+6.0

Source: Transportation Accounts, INSEE DAEI/SES.

Automobile traffic is estimated by comparing vehicle counts on national, regional, local and urban roads with the average number of kilometers covered per year by the vehicles in use and fuel consumption data.
In 2004, the number of vehicles on the road rose by 1.3%. The percentage of light vehicles with diesel engines further increased, to 50%.
Road vehicle fuel consumption was stable in 2004, gaining just 0.3%. The increase in the number of vehicles on the road was offset by a decline in average unit consumption–due to changes in driving behavior and auto improvements–and in the average number of kilometers driven per year.
According to the Observatoire de l'Energie, energy consumption for road transportation was 43 million tons of oil equivalent in 2004, or less than 16% of total primary energy consumption in France.

VEHICLE SALES AND REPAIRS

€80 billion
2004 French motor vehicle revenue, including VAT, according to INSEE

In France, motor vehicles are sold and repaired through dealership networks, totaling 16,000 outlets, including around 11,000 for French makes.
Motor vehicle sales generated revenue of €80 billion in 2004, an increase of nearly 5% that reflects the rise in new vehicle registrations.

VEHICLE SALE AND REPAIR REVENUES IN € BILLIONS, INCLUDING VAT

Activity	1999	2000	2001	2002	2003	2004	Change 2004/2003
Automobile sales	69.2	71.7	76.9	77.9	76.8	80.4	4.7%
Automobile maintenance and repairs	15.6	16.3	17.1	18.1	18.3	18.8	2.6%
Retail automotive equipment sales	4.8	4.9	5.0	5.0	5.0	5.2	3.6%
Motorcycle sales and repairs	3.2	3.5	3.6	3.6	3.6	3.8	4.2%
Retail fuel sales	9.1	10.1	10.5	10.7	10.9	11.3	4.0%
TOTAL	**102.0**	**106.4**	**113.0**	**115.4**	**114.6**	**119.5**	**4.2%**

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

VEHICLE SALES NETWORKS IN FRANCE

Make	Primary dealerships
Light vehicles at January 1, 2004	
Renault	617
Peugeot	451
Citroën	450
French makes	1,518
Ford	350
Opel	301
Fiat	236
Volkswagen	343
BMW	181
Mercedes-Benz	150
Japanese makes (1)	1,139
South Korean makes (1)	219
Other makes (1)	1,347
TOTAL	**5,784**

(1) Including prior-year estimates. *Source: CNPA, CCFA.*

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

Source: CNPA.

Cars require special care throughout their service life. This care includes continuous supervision whenever and wherever necessary with optimum servicing and, as necessary, repairs to maintain the vehicle's initial qualities.
Vehicle manufacturers and official dealers thus work closely to provide maintenance and repairs. They also cooperate to ensure warranty service, driver safety, environmental protection, spare parts availability and information about technical improvements.
To ensure a link between sales and customer support, dealer networks are based on carefully selecting distributors and repair specialists capable of meeting make and product requirements.

AUTOMOTIVE OEMS AND SUPPLIERS

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

NO. 1
The French automotive industry is the largest customer of several major industrial sectors, such as plastics, industrial rubber and industrial metalworking services

JOBS CREATED BY AUTOMOBILE MANUFACTURING IN SUPPLIER SECTORS

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

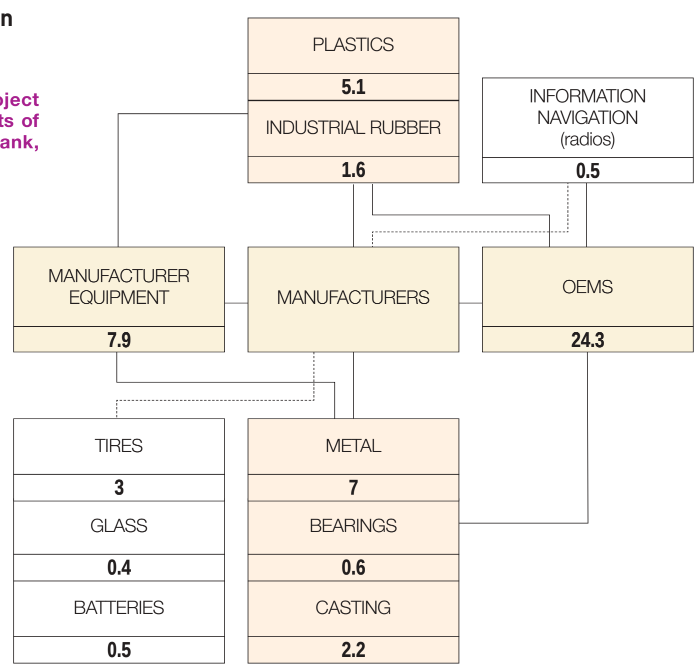
Source: SESSI, 2002.

A variety of participants of different size, business and rank contribute to automobile manufacturing. A wide array of partnership solutions are also deployed, as shown by studies conducted by the Service des Études et des Statistiques Industrielles (SESSI) on the automotive supplier chain. The automotive industry comprises automobile manufacturing and suppliers.
In recent years, outsourcing has meant increasing reliance on suppliers whose services represent a large and growing proportion of the total cost of vehicle manufacture.
According to SESSI, the French automotive industry, which leverages the French industrial base, made purchases of more than €53 billion from its suppliers in France. It accounts for close to 65% of the engineered plastics parts business, 49% of industrial rubber markets, more than half of the casting business, and 47% of billings by industrial metalworking services, which include cutting, stamping, industrial mechanics, machining, forging, drop forging, die forging, and metal coatings. When expressed in jobs, these purchases highlight the automotive industry's significant contribution to industry and the French economy.

FRENCH SUPPLIER CHAIN ACCORDING TO SESSI

Invoicing totaled €53.1 billion in 2002

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



Source: SESSI, 2002.

EMPLOYMENT

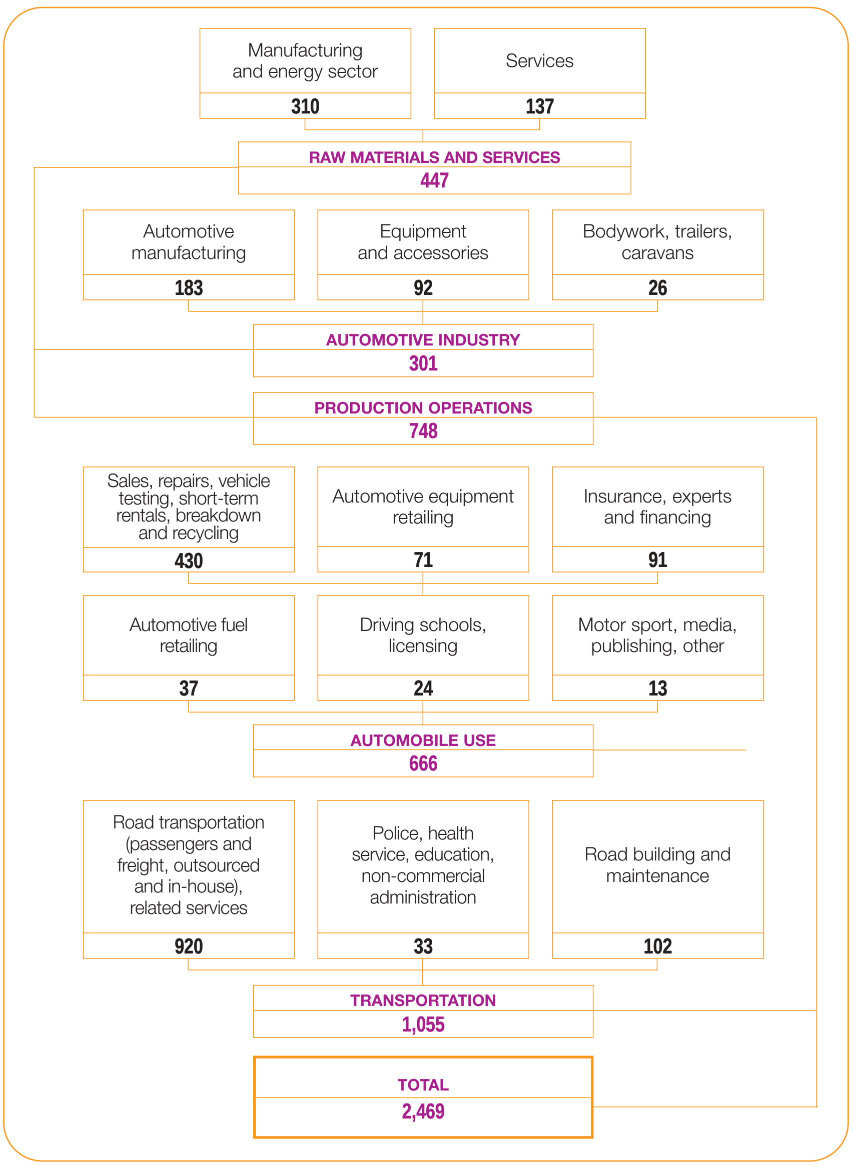
In the broadest sense, automobiles provided work for close to 2.5 million people, representing 10% of France's employed working population, in 2004. The automotive industry alone directly employed 301,000 people, representing close to 10% of all employment in the manufacturing and energy sector.

10%

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

JOBS RELATED DIRECTLY OR INDIRECTLY TO THE AUTOMOBILE IN 2004

In thousands of employees



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

The driving force behind industrial output in France over the past several years, the automotive industry and its suppliers directly and indirectly employed 750,000 people. Vehicle usage provided jobs for nearly 670,000 people, particularly in the areas of vehicle-related services (sales, repairs, automotive equipment retailing), fuel and recycling (oil recovery and car breakers).
The road transportation (passengers and freight) sector and its related infrastructure employed more than 1 million people. These jobs cover both outsourced and in-house transportation operations.
In the past, most jobs in the automotive industry (including automotive equipment) were located in the Greater Paris area. The industry has since become more decentralized, but one-sixth of employees are still based in the Paris region.
The other main automotive regions are Nord-Pas-de-Calais and Franche-Comté (11% each), Upper and Lower Normandy (10%), Rhône-Alpes (9%), and Alsace and Lorraine (nearly 8% each).

2005 Edition

Statistics

THE FRENCH AUTOMOTIVE INDUSTRY

STATISTICS
COMITÉ DES
CONSTRUCTEURS
FRANÇAIS
D'AUTOMOBILES
45

Comité des Constructeurs Français d'Automobiles

WORLD MOTOR VEHICLE PRODUCTION

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

PASSENGER CARS

In units	1980	1990	1999	2000	2001 (2)	2002	2003	2004
EUROPE	**11,983,548**	**15,231,409**	**17,291,383**	**17,407,047**	**17,373,368**	**17,237,095**	**17,236,606**	**17,821,705**
WESTERN EUROPE	10,401,320	13,061,853	14,843,671	14,778,879	14,938,604	14,741,442	14,602,409	14,664,128
Germany	3,520,934	4,660,657	5,309,524	5,131,918	5,301,189	5,123,238	5,145,403	5,192,101
Belgium	882,001	1,160,412	917,513	912,233	1,058,656	936,903	791,703	857,119
Spain	1,028,813	1,679,301	2,281,617	2,366,359	2,211,172	2,266,902	2,399,374	2,402,103
France (1)	**2,938,581**	**3,294,815**	**2,784,469**	**2,879,810**	**3,181,549**	**3,292,797**	**3,220,329**	**3,227,416**
Italy	1,445,221	1,874,672	1,410,459	1,422,284	1,271,780	1,125,769	1,026,454	833,578
Netherlands	80,779	121,300	262,242	215,085	189,261	182,368	163,080	187,600
Portugal	61,000	60,221	186,996	178,509	177,357	182,573	165,576	150,781
United Kingdom	923,744	1,295,611	1,786,624	1,641,452	1,492,365	1,629,934	1,657,558	1,646,881
Sweden	235,320	335,853	213,895	259,959	251,035	237,975	280,394	290,383
CENTRAL AND EASTERN EUROPE	1,582,228	2,002,000	2,225,671	2,330,692	2,259,421	2,291,455	2,340,081	2,710,425
Turkey	31,529	167,556	222,041	297,476	175,343	204,198	294,116	447,152
NORTH AND SOUTH AMERICA	**8,663,060**	**8,450,862**	**9,613,018**	**10,022,089**	**8,876,330**	**9,019,507**	**8,267,040**	**8,351,264**
NAFTA	7,526,658	7,747,823	8,258,037	8,371,806	7,154,687	7,347,916	6,624,692	6,359,479
of which: Canada	846,777	1,072,281	1,626,316	1,550,500	1,274,853	1,369,042	1,340,175	1,335,464
United States	6,376,825	6,077,449	5,637,949	5,542,217	4,879,119	5,018,777	4,510,469	4,229,625
Mexico	303,056	598,093	993,772	1,279,089	1,000,715	960,097	774,048	794,390
SOUTH AMERICA	1,136,402	703,039	1,354,981	1,650,283	1,721,643	1,671,591	1,642,348	1,991,785
of which: Argentina	218,516	81,107	224,733	238,921	169,580	111,340	109,364	171,400
Brazil	977,697	663,097	1,107,751	1,351,998	1,501,586	1,520,285	1,505,139	1,756,166
ASIA/PACIFIC	**8,796,971**	**11,910,333**	**12,637,268**	**13,573,073**	**13,325,542**	**14,852,099**	**16,197,676**	**17,767,514**
of which: South Korea	55,000	986,751	2,361,735	2,602,008	2,471,444	2,651,273	2,767,716	3,122,600
India	30,538	176,015	533,149	517,957	654,557	703,948	907,968	1,178,354
Japan	7,038,108	9,947,972	8,100,169	8,359,434	8,117,563	8,618,354	8,478,328	8,720,385
AFRICA	**277,058**	**209,603**	**218,178**	**213,444**	**250,648**	**249,693**	**267,344**	**287,655**
of which: South Africa	277,058	209,603	214,694	230,577	270,538	276,499	291,249	300,963
TOTAL	**29,720,637**	**35,802,207**	**39,759,847**	**41,215,653**	**39,825,888**	**41,358,394**	**41,968,666**	**44,228,138**

LIGHT COMMERCIAL VEHICLES

In units	1980	1990	1999	2000	2001 (2)	2002	2003	2004
EUROPE	**2,563,596**	**2,688,509**	**2,479,814**	**2,783,468**	**2,670,196**	**2,585,346**	**2,763,680**	**3,008,069**
WESTERN EUROPE	1,663,080	1,671,915	2,085,240	2,326,653	2,280,328	2,129,663	2,175,843	2,190,169
Germany	357,619	315,895	378,168	394,697	390,488	346,071	361,226	377,853
Belgium	47,029	91,784	99,548	121,061	128,601	120,286	112,680	43,154
Spain	152,846	374,049	570,772	666,515	638,716	588,337	630,452	608,907
France	**439,852**	**474,178**	**395,724**	**468,551**	**446,869**	**409,073**	**399,737**	**438,574**
Italy	166,635	246,178	290,797	316,031	307,916	301,312	295,177	308,366
Netherlands	32,102	29,832	44,978	52,234	49,682	48,923	52,201	59,903
Portugal	58,000	77,466	65,294	68,215	62,362	68,259	73,785	75,947
United Kingdom	389,170	270,133	186,895	172,442	192,873	193,084	188,871	209,168
Sweden	63,080	74,415	36,847	41,384	38,112	38,218	42,638	48,373
CENTRAL AND EASTERN EUROPE	900,516	975,000	318,693	323,203	294,526	313,316	348,599	441,644
Turkey	19,352	41,594	75,821	133,471	95,342	142,367	239,238	376,256
NORTH AND SOUTH AMERICA	**2,599,948**	**5,032,605**	**9,702,316**	**9,761,798**	**9,037,355**	**9,698,189**	**10,013,272**	**10,475,680**
NAFTA	2,349,318	4,775,818	9,375,679	9,325,214	8,643,752	9,365,773	9,618,588	9,905,407
of which: Canada	527,522	850,566	1,432,497	1,411,136	1,257,889	1,260,395	1,212,687	1,375,219
United States	1,634,846	3,702,787	7,387,029	7,257,640	6,545,570	7,260,805	7,604,502	7,759,762
Mexico	186,950	222,465	556,153	656,438	840,293	844,573	801,399	770,426
SOUTH AMERICA	250,630	256,787	326,637	436,584	393,603	332,416	394,684	570,273
of which: Argentina	63,153	5,337	80,076	100,711	65,978	48,061	59,812	89,002
Brazil	187,477	251,450	243,077	329,519	315,651	271,245	322,652	453,896
ASIA/PACIFIC	**4,344,363**	**4,492,406**	**4,233,632**	**4,497,938**	**4,628,880**	**5,223,951**	**5,789,018**	**6,319,006**
of which: South Korea	65,012	334,879	481,379	512,990	474,885	496,311	410,154	346,864
India	83,379	186,640	285,044	283,403	160,054	190,848	253,555	332,803
Japan	4,004,776	3,538,824	1,795,307	1,781,362	1,659,628	1,638,961	1,807,890	1,791,133
AFRICA	**127,698**	**125,174**	**83,283**	**115,305**	**142,606**	**128,438**	**128,589**	**134,362**
of which: South Africa	127,698	125,174	102,673	126,787	136,498	127,942	130,086	154,089
TOTAL	**9,675,970**	**12,399,000**	**16,499,045**	**17,158,509**	**16,479,037**	**17,635,924**	**18,694,559**	**19,937,117**

(1) As of 1996, figures are based on the number of vehicles assembled in France by French manufacturers.

(2) As of 2001, some passenger cars were reclassified as commercial vehicles.

Source: CCFA, OICA

WORLD MOTOR VEHICLE PRODUCTION

WORLD PRODUCTION BY MANUFACTURER AND ECONOMIC AREA, 2004

In thousands

Economic Area/Manufacturer	North America NAFTA	South America	European Union 15 countries	Other European countries and Turkey	Japan	South Korea	Other Asian, Pacific and African countries	TOTAL
European manufacturers	**3,267**	**1,376**	**11,697**	**1,671**	**119**	**81**	**1,272**	**19,483**
BMW	143		1,063				44	1,250
Fiat-Iveco-Irisbus (1)		444	1,119	452			105	2,120
Irisbus (1)			4	2				6
MAN			68	2				70
DaimlerChrysler	2,834	68	1,543	12	119		53	4,628
Porsche			84					84
PSA Peugeot Citroën		118	2,871	17			399	3,405
Renault-Dacia-Samsung	12	120	1,829	424		81	6	2,472
MG Rover			106					106
Scania	1	14	44					59
Volkswagen	225	603	2,842	761			664	5,095
Volvo	52	9	129	1				191
American manufacturers	**8,857**	**965**	**3,927**	**401**	**0**	**0**	**811**	**14,962**
Ford	3,522	346	2,207	230			338	6,644
General Motors	5,134	619	1,670	171			473	8,067
Navistar	126							126
Paccar	75		50					125
Japanese manufacturers	**4,191**	**185**	**1,216**	**231**	**10,390**	**1**	**3,911**	**20,124**
Daihatsu			7		679		279	965
Fuji Heavy (Subaru)	109				492		1	601
Hino				1	94			95
Honda	1,235	62	191	16	1,243		491	3,237
Isuzu	17	14		4	218		247	500
Mazda	97	6			819	1	353	1,275
Mitsubishi	104	21	88		640		575	1,429
Nissan	1,080		463		1,439		209	3,190
Nissan Diesel					40			40
Suzuki-Maruti	5		16	73	1,046		837	1,977
Toyota	1,544	82	451	137	3,681		919	6,815
South Korean manufacturers	**0**	**32**	**0**	**247**	**0**	**3,200**	**330**	**3,810**
GM Daewoo		24		155		555	165	899
Hyundai-Kia		8		92		2,506	160	2,766
Ssangyong		0	0			139	5	144
All manufacturers	**16,265**	**2,562**	**16,854**	**3,975**	**10,512**	**3,469**	**10,528**	**64,165**

As a % of total production

Economic Area/Manufacturer	North America NAFTA	South America	European Union 15 countries	Other European countries and Turkey	Japan	South Korea	Other Asian, Pacific and African countries	TOTAL
European manufacturers	**17%**	**7%**	**60%**	**9%**	**1%**	**0%**	**7%**	**100%**
BMW	11%		85%				4%	100%
Fiat-Iveco-Irisbus (1)		21%	53%	21%			5%	100%
Irisbus (1)			69%	31%				100%
MAN			97%	3%				100%
DaimlerChrysler	61%	1%	33%	0%	3%		1%	100%
Porsche			100%					100%
PSA Peugeot Citroën		3%	84%	0%			12%	100%
Renault-Dacia-Samsung	0%	5%	74%	17%		3%	0%	100%
MG Rover			100%					100%
Scania	1%	24%	75%					100%
Volkswagen	4%	12%	56%	15%			13%	100%
Volvo	27%	5%	68%	0%				100%
American manufacturers	**59%**	**6%**	**26%**	**3%**	**0%**	**0%**	**5%**	**100%**
Ford	53%	5%	33%	3%			5%	100%
General Motors	64%	8%	21%	2%			6%	100%
Navistar	100%							100%
Paccar	60%		40%					100%
Japanese manufacturers	**21%**	**1%**	**6%**	**1%**	**52%**	**0%**	**19%**	**100%**
Daihatsu			1%		70%		29%	100%
Fuji Heavy (Subaru)	18%				82%		0%	100%
Hino				1,%	99%			100%
Honda	38%	2%	6%	0%	38%		15%	100%
Isuzu	3%	3%		1%	44%		49%	100%
Mazda	8%	0%			64%	0%	28%	100%
Mitsubishi	7%	1%	6%		45%		40%	100%
Nissan	34%		14%		45%		7%	100%
Nissan Diesel					100%			100%
Suzuki-Maruti	0%		1%	4%	53%		42%	100%
Toyota	23%	1%	7%	2%	54%		13%	100%
South Korean manufacturers	**0%**	**1%**	**0%**	**6%**	**0%**	**84%**	**9%**	**100%**
GM Daewoo		3%		17%		62%	18,%	100%
Hyundai-Kia		0%		3%		91%	6%	100%
Ssangyong		0%	0%			97%	3%	100%
All manufacturers	**25%**	**4%**	**26%**	**6%**	**16%**	**5%**	**16%**	**100%**

(1) Some Irisbus production is included in Fiat-Iveco's consolidated production.

Source: CCFA, OICA.

REGISTRATIONS

NEW PASSENGER CAR REGISTRATIONS BY COUNTRY

In units	1980	1990	1999	2000	2001	2002	2003	2004
Germany	2,426,187	3,349,788	3,802,176	3,378,343	3,341,718	3,252,898	3,236,938	3,266,825
Austria	227,548	288,618	314,182	309,427	293,528	279,493	300,121	311,292
Belgium	399,240	473,506	489,621	515,204	488,683	467,569	458,796	484,757
Denmark	73,774	80,654	143,706	112,688	96,173	111,581	96,083	121,491
Spain	504,051	988,270	1,406,246	1,381,515	1,437,833	1,331,864	1,383,098	1,517,286
Finland	103,167	139,095	136,324	134,646	109,487	116,877	147,222	142,439
France	**1,873,202**	**2,309,130**	**2,148,423**	**2,133,884**	**2,254,732**	**2,145,071**	**2,009,246**	**2,013,709**
Greece	35,700	115,480	261,711	290,222	280,214	268,489	257,293	289,691
Ireland	93,563	82,584	172,242	230,989	164,730	156,112	145,223	154,136
Italy	1,717,432	2,307,055	2,341,082	2,415,600	2,431,332	2,270,444	2,247,365	2,263,693
Luxembourg	21,500	38,422	40,476	41,896	42,833	43,403	43,620	48,234
Norway	95,550	61,901	101,278	97,376	91,916	88,721	89,921	115,645
Netherlands	450,076	502,732	611,498	597,640	530,237	510,718	488,845	483,750
Portugal	58,357	210,924	272,871	257,834	255,215	226,092	189,792	197,584
United Kingdom	1,513,761	2,008,934	2,197,615	2,221,670	2,458,769	2,563,631	2,579,050	2,567,269
Sweden	192,588	229,941	295,249	290,529	246,581	254,589	261,206	264,246
Switzerland	279,764	329,899	316,876	316,519	316,641	295,065	270,309	269,385
European Union (15 countries)	**9,690,146**	**13,125,133**	**14,633,422**	**14,312,087**	**14,432,065**	**13,998,831**	**13,843,898**	**14,126,402**
Europe (17 countries)	**10,065,460**	**13,516,933**	**15,051,576**	**14,725,982**	**14,840,622**	**14,382,617**	**14,204,128**	**14,511,432**
Central and Eastern Europe	**1,900,000**	**1,600,474**	**2,700,000**	**2,551,000**	**2,314,000**	**2,271,259**	**2,645,927**	**3,131,923**
Canada	948,967	886,217	806,440	849,132	868,135	934,057	864,949	819,413
United States	8,760,937	9,300,678	8,698,284	8,846,625	8,422,625	8,103,229	7,636,539	7,489,332
Mexico	286,000	353,000	463,419	603,010	670,444	722,537	691,819	741,617
Argentina	215,177	77,306	274,038	224,950	125,504	59,080	105,550	223,466
Brazil	793,028	532,791	1,021,597	1,188,818	1,301,393	1,233,708	1,211,572	1,316,697
South Korea	45,972	626,126	910,725	1,057,620	1,072,376	1,241,331	1,024,543	884,532
Japan	2,854,185	5,102,659	4,154,106	4,259,771	4,289,710	4,441,336	4,460,032	4,768,097
Turkey	31,000	215,000	289,358	456,696	135,282	94,898	227,276	451,209
WORLD	**28,500,000**	**34,825,967**	**37,937,000**	**38,689,767**	**38,587,826**	**38,601,084**	**39,391,218**	**41,407,830**

Source: CCFA.

NEW COMMERCIAL VEHICLE REGISTRATIONS BY COUNTRY

In units	1980	1990	1999	2000	2001	2002	2003	2004
Germany	175,687	203,389	324,901	314,804	296,601	270,567	264,745	283,401
Austria	21,821	29,211	34,171	36,457	32,535	29,864	34,195	39,507
Belgium	34,478	46,670	70,393	66,125	72,969	60,266	62,363	70,093
Denmark	19,469	23,031	38,706	38,108	36,326	36,822	37,403	51,210
Spain	105,934	249,185	344,620	335,684	325,625	305,900	333,107	374,058
Finland	17,699	32,154	14,212	18,128	18,150	18,328	18,829	22,096
France	**323,291**	**446,983**	**433,510**	**477,204**	**496,263**	**460,937**	**431,446**	**459,851**
Greece	53,500	30,075	23,855	25,015	22,832	20,296	20,710	26,284
Ireland	11,905	28,087	38,646	46,261	42,895	38,328	34,477	34,416
Italy	122,293	159,322	225,522	268,057	268,524	307,597	237,844	254,712
Luxembourg	1,300	2,961	4,379	4,642	5,185	5,028	4,772	3,834
Norway	15,135	23,035	32,995	35,618	37,458	28,523	31,327	38,408
Netherlands	47,926	68,791	116,370	114,354	101,449	95,526	90,977	101,455
Portugal	46,967	71,904	134,493	161,045	106,251	84,731	73,362	76,611
United Kingdom	274,143	293,473	292,015	301,523	316,084	324,742	366,106	392,225
Sweden	19,684	33,133	35,297	38,474	35,266	34,576	34,278	37,371
Switzerland	22,418	28,165	25,851	29,345	31,583	26,769	23,809	25,651
European Union (15 countries)	**1,276,097**	**1,718,369**	**2,131,090**	**2,245,881**	**2,176,955**	**2,093,508**	**2,044,614**	**2,227,124**
Europe (17 countries)	**1,313,650**	**1,769,569**	**2,189,936**	**2,310,844**	**2,245,996**	**2,148,800**	**2,099,750**	**2,291,183**
Central and Eastern Europe	**850,000**	**874,072**	**517,784**	**579,060**	**481,924**	**519,875**	**628,479**	**779,333**
Canada	335,827	416,041	733,939	736,951	729,343	797,766	760,061	755,390
United States	2,476,777	4,845,360	8,716,563	8,965,048	9,049,753	9,035,423	9,356,961	9,792,641
Mexico	166,000	198,000	245,376	302,944	273,695	297,026	311,704	381,628
Argentina	59,881	17,481	106,616	81,995	51,198	23,265	50,090	88,495
Brazil	187,233	180,000	235,718	302,288	300,668	244,911	217,038	262,078
South Korea	58,502	328,151	362,304	372,840	386,289	397,955	324,269	244,832
Japan	2,161,305	2,674,834	1,707,072	1,703,114	1,616,861	1,350,739	1,368,211	1,085,219
Turkey	19,000	43,015	85,035	137,573	51,733	64,153	134,123	241,192
WORLD	**9,150,000**	**13,410,615**	**17,328,600**	**18,723,143**	**18,706,755**	**19,178,318**	**19,928,000**	**21,128,000**

Source: CCFA.

PRODUCTION

PASSENGER CAR PRODUCTION BY ENGINE TYPE, CYLINDER CAPACITY AND COUNTRY

In units	Gasoline and other, except diesel and electric							Diesel						Electric
	TOTAL	1,000 and –	1,001 to 1,500	1,501 to 2,000	2,001 to 2,500	2,501 and +	Not determined	TOTAL	1,500 and –	1,501 to 2,000	2,001 to 2,500	2,501 and +	Not determined	
Germany														
1990	3,998,650	3,747	779,288	2,521,197	338,965	355,453	–	662,007	11,986	504,025	117,413	28,583	–	–
2003	2,929,193	37,203	451,617	1,407,500	285,389	747,461	23	2,216,210	129,068	1,436,325	419,827	230,970	20	–
2004	**2,790,211**	**32,674**	**479,333**	**1,310,621**	**263,694**	**703,889**	**–**	**2,401,890**	**159,447**	**1,605,098**	**387,519**	**249,826**	**–**	**–**
Belgium														
1990	1,003,028	–	207,398	727,812	65,542	2,276	–	157,384	2,764	126,394	28,226	–	–	–
2003	478,998	15,699	76,830	263,265	119,682	3,522	–	312,705	4,053	260,163	48,489	–	–	–
2004	**462,807**	**9,301**	**71,367**	**221,299**	**157,846**	**3,994**	**–**	**394,312**	**2,840**	**347,734**	**43,738**	**–**	**–**	**–**
Spain														
1990	1,529,080	25,908	329,437	12,739	–	–	1,160,996	150,221	18,753	42,155	–	–	89,313	–
2003	1,886,729	9,465	361,008	277,623	548	117	1,237,968	561,897	192,909	99,715	10,496	3,487	255,290	–
2004	**2,153,908**	**7,799**	**326,982**	**309,639**	**13,481**	**8,189**	**1,487,818**	**294,833**	**72,144**	**87,407**	**160**	**–**	**135,122**	**–**
France														
1990	2,490,808	259,104	1,315,307	853,195	21,266	41,936	–	804,007	50,851	547,002	206,154	–	–	–
2003	2,815,849	55,461	1,407,766	1,302,960	18,001	17,215	14,446	2,229,221	776,467	1,309,766	132,945	10,043	–	122
2004	**2,747,734**	**39,556**	**1,297,655**	**1,368,384**	**25,778**	**15,519**	**842**	**2,420,571**	**996,036**	**1,310,136**	**105,374**	**9,022**	**3**	**25**
Italy														
1990	1,756,118	685,385	644,895	402,929	38	20,614	2,257	118,427	25,299	75,891	17,169	–	68	127
2003	665,845	–	482,195	155,392	11,353	16,905	–	360,609	66,819	269,919	23,871	–	–	–
2004	**434,145**	**–**	**311,074**	**98,514**	**6,590**	**17,967**	**–**	**399,433**	**168,289**	**215,238**	**15,906**	**–**	**–**	**–**
United Kingdom														
1990	1,173,660	56,860	489,355	449,008	–	68,744	109,693	121,951	–	93,644	8,610	–	19,697	–
2003	1,253,895	23,985	380,571	404,160	153,370	125,947	165,862	403,663	77,814	223,506	76,542	10,193	15,608	–
2004	**1,182,319**	**15,471**	**350,279**	**597,703**	**106,711**	**112,141**	**14**	**462,376**	**102,658**	**289,104**	**40,514**	**30,100**	**–**	**–**

DIESEL PASSENGER CAR PRODUCTION BY MAKE AND COUNTRY

In units	1980	1990	1999	2000	2001	2002	2003	2004
French manufacturers								
Citroën	33,996	213,010	374,762	453,604	507,177	557,364	550,382	578,528
Peugeot	133,332	334,469	499,748	593,349	673,593	705,481	737,299	775,861
PSA Peugeot Citroën (1)	167,328	547,479	874,510	1,046,953	1,180,770	1,262,845	1,287,681	1,354,389
Renault	69,335	256,528	567,444	601,495	730,934	823,963	937,656	1,059,994
Dacia						0	3,884	3,681
Renault Samsung Motors							0	2,557
Renault-Dacia-Samsung						823,963	941,540	1,066,182
TOTAL (2)	**236,663**	**804,007**	**1,441,954**	**1,648,448**	**1,911,704**	**2,086,808**	**2,229,221**	**2,420,571**
Total gasoline + diesel	2,938,581	3,294,815	4,155,817	4,598,617	4,803,519	4,958,765	5,045,070	5,168,330
of which diesel	8.1%	24.4%	34.7%	35.8%	39.8%	42.1%	44.2%	46.8%
Germany								
Mercedes (2)	216,053	141,547	239,201	278,772	347,750	375,081	379,390	371,100
Opel	32,742	76,441	227,648	288,651	297,528	287,257	312,695	351,370
Volkswagen/Audi/Seat	211,199	325,767	875,475	847,652	968,789	916,343	999,622	1,092,674
Ford	5,344	90,117	122,835	179,130	196,486	241,390	290,952	304,714
BMW	33,520	28,135	145,636	194,794	212,869	220,560	233,551	282,032
TOTAL	**465,788**	**662,007**	**1,610,795**	**1,788,999**	**2,023,422**	**2,040,631**	**2,216,210**	**2,401,890**
Total gasoline + diesel	3,520,934	4,660,657	5,309,524	5,131,918	5,299,704	5,123,238	5,145,403	5,192,101
of which diesel	13.2%	14.2%	30.3%	34.9%	38.2%	39.8%	43.1%	46.3%
Italy								
Alfa-Romeo	3,851	11,176	67,160	77,532	89,532	96,398	116,376	109,782
Fiat	76,513	87,985	205,407	223,889	183,668	173,744	211,307	235,355
Lancia		**17,679**	**27,435**	**40,891**	**32,229**	**20,202**	**25,812**	**49,930**
TOTAL (2)	**80,364**	**117,137**	**300,002**	**342,312**	**305,429**	**290,344**	**353,495**	**395,067**
Total gasoline + diesel	1,445,221	1,874,672	1,400,635	1,422,243	1,271,712	1,125,736	1,026,454	833,578
of which diesel	5.6%	6.2%	21.4%	24.1%	24.0%	25.8%	34.4%	47.4%

(1) Including Talbot up to 1985.

(2) Including others.

Source: CCFA.

PRODUCTION

LIGHT COMMERCIAL VEHICLE AND TRUCK PRODUCTION BY WEIGHT, MANUFACTURER AND COUNTRY IN 2004, EXCLUDING COACHES AND BUSES

In units Manufacturers and countries	GVWR (1) 3.5t to 5t	GVWR +5t to –16t	GVWR 16t and + and road tractors all weights	GVWR 3.5t and +	GVWR +5t
Renault	108,226			108,226	
Renault Trucks	8,430	13,877	26,276	48,583	40,153
Scania			9,987	9,987	9,987
Etalmobil	37	3		40	3
Total France	**116,693**	**13,880**	**36,263**	**166,836**	**50,143**
DaimlerChrysler	96,466	30,538	75,673	202,677	106,211
MAN		14	42,519	42,533	42,533
Iveco Magirus			14,315	14,315	14,315
Volkswagen	27,516			27,516	
Multicar	961			961	
Total Germany	**124,943**	**30,552**	**132,507**	**288,002**	**163,059**
MAN-OAF-Steyr		14,585	6,831	21,416	21,416
Total Austria		**14,585**	**6,831**	**21,416**	**21,416**
Ford	5,152			5,152	
Volvo Trucks		2,735	26,938	29,673	29,673
Other			16	16	16
Total Belgium	**5,152**	**2,735**	**26,954**	**34,841**	**29,689**
Iveco	42,803	31,160	6,166	80,129	37,326
Total Italy	**42,803**	**31,160**	**6,166**	**80,129**	**37,326**
Ford	7,266				
Leyland Trucks (DAF)		8,443	5,853	14,296	14,296
Foden (DAF)			831	831	831
Dennis DSV		36	797	833	833
LDV	6,601			6,601	
Total United Kingdom	**13,867**	**8,479**	**7,481**	**29,827**	**15,960**
Volvo Trucks			18,964	18,964	18,964
Scania			8,398	8,398	8,398
Total Sweden			**27,362**	**27,362**	**27,362**
DAF			34,962	34,962	34,962
Scania			22,698	22,698	22,698
Other			780	780	780
Total Netherlands			**58,440**	**58,440**	**58,440**
Iveco	25,141	3,875	15,117	44,133	18,992
Nissan Motor Iberica	21,167			21,167	
Renault Trucks			6,692	6,692	6,692
Total Spain	**46,308**	**3,875**	**21,809**	**71,992**	**25,684**
Light commercial vehicles					
DaimlerChrysler	96,466	30,538	75,673	202,677	106,211
Iveco	67,944	35,035	35,598	138,577	70,633
MAN	0	14,599	49,350	63,949	63,949
Renault Trucks	8,430	13,877	32,968	55,275	46,845
DAF	0	8,443	41,646	50,089	50,089
Volvo Trucks	0	2,735	45,902	48,637	48,637
Scania	0	0	41,083	41,083	41,083
Light commercial vehicles over 3.5 tonnes					
Renault	108,226	–	–	108,226	–
Volkswagen	27,516	–	–	27,516	–
Nissan	21,167	–	–	21,167	–
Ford	12,418	–	–	5,152	–
Other	15,774	2,768	2,043	20,585	4,811
TOTAL EUROPEAN UNION (15 COUNTRIES)	**357,941**	**107,995**	**324,263**	**790,199**	**432,258**

(1) GVWR: gross vehicle weight rating.

Source: CCFA.

REGISTRATIONS

NEW PASSENGER CAR REGISTRATIONS BY AUTOMOBILE MANUFACTURER IN EUROPE

In thousands of units and as a % of total registrations	1985	1990	1999	2000	2001	2002	2003	2004
PSA Peugeot Citroën	**1,225**	**1,719**	**1,823**	**1,930**	**2,142**	**2,163**	**2,105**	**2,036**
	11.5%	12.7%	12.1%	13.1%	14.4%	15.0%	14.8%	14.0%
Renault	**1,135**	**1,315**	**1,655**	**1,559**	**1,576**	**1,540**	**1,505**	**1,489**
	10.7%	9.7%	11.0%	10.6%	10.6%	10.7%	10.6%	10.3%
Fiat Group	**1,487**	**1,854**	**1,434**	**1,477**	**1,424**	**1,177**	**1,056**	**1,058**
	14.0%	13.7%	9.5%	10.0%	9.6%	8.2%	7.4%	7.3%
Ford Group	**1,542**	**1,818**	**1,760**	**1,590**	**1,650**	**1,636**	**1,563**	**1,625**
	14.5%	13.5%	11.7%	10.8%	11.1%	11.4%	11.0%	11.2%
General Motors	**1,261**	**1,617**	**1,930**	**1,799**	**1,723**	**1,525**	**1,505**	**1,533**
	11.9%	12.0%	12.8%	12.2%	11.6%	10.6%	10.6%	10.6%
Volkswagen Group	**1,553**	**2,120**	**2,836**	**2,755**	**2,800**	**2,649**	**2,584**	**2,622**
	14.6%	15.7%	18.8%	18.7%	18.9%	18.4%	18.2%	18.1%
DaimlerChrysler	**396**	**474**	**846**	**909**	**945**	**947**	**922**	**911**
	3.7%	3.5%	5.6%	6.2%	6.4%	6.6%	6.5%	6.3%
BMW Group	**290**	**364**	**485**	**499**	**546**	**618**	**627**	**698**
	2.7%	2.7%	3.2%	3.4%	3.7%	4.3%	4.4%	4.8%
MG-Rover	**411**	**362**	**228**	**198**	**161**	**142**	**136**	**113**
	3.9%	2.7%	1.5%	1.3%	1.1%	1.0%	1.0%	0.8%
Nissan	**306**	**395**	**386**	**392**	**366**	**353**	**398**	**366**
	2.9%	2.9%	2.6%	2.7%	2.5%	2.5%	2.8%	2.5%
Toyota-Lexus	**273**	**363**	**477**	**540**	**551**	**627**	**675**	**725**
	2.6%	2.7%	3.2%	3.7%	3.7%	4.4%	4.8%	5.0%
Other Japanese makes	**563**	**831**	**862**	**737**	**626**	**666**	**728**	**816**
	5.3%	6.1%	5.7%	5.0%	4.2%	4.6%	5.1%	5.6%
Hyundai-Kia	**7**	**18**	**280**	**303**	**287**	**297**	**352**	**462**
	0.1%	0.1%	1.9%	2.1%	1.9%	2.1%	2.5%	3.2%
Other makes	**162**	**265**	**50**	**50**	**43**	**42**	**49**	**58**
	1.5%	2.0%	0.3%	0.3%	0.3%	0.3%	0.3%	0.4%
TOTAL EUROPE (17 COUNTRIES)	**10,611**	**13,517**	**15,051**	**14,738**	**14,841**	**14,383**	**14,204**	**14,511**
	100%	100%	100%	100%	100%	100%	100%	100%
Year-on-year change		0.9%	4.8%	–2.1%	0.7%	–3.1%	–1.2%	2.2%

N.B.: As of 1991, Germany includes the former East Germany.
Automobile manufacturers include the following makes:
PSA Peugeot Citroën = Peugeot + Citroën + Talbot.
Renault Group = Renault + Dacia.
Fiat Group = Alfa Romeo + Fiat + Iveco + Lancia + Ferrari + other.
Ford = Ford Europe + Ford USA + Jaguar + Volvo + Land Rover + other Ford.
General Motors = Opel + Vauxhall + Saab + GM Daewoo + Chevrolet + Pontiac + other.
Volkswagen Group = Volkswagen + Audi + Seat + Skoda + Bentley + Lamborghini.
DaimlerChrysler = Mercedes-Benz + Chrysler + Jeep + Smart + other.
BMW Group = BMW + Mini + Rolls-Royce.
Other Japanese makes: Mazda, Mitsubishi, Subaru, Suzuki, etc.
These scopes are defined on the basis of their situation in 2004.

NEW LIGHT COMMERCIAL VEHICLE REGISTRATIONS BY AUTOMOBILE MANUFACTURER IN EUROPE

In thousands of units and as a % of total registrations	1985	1990	1999	2000	2001	2002	2003	2004
PSA Peugeot Citroën	**186**	**251**	**317**	**349**	**364**	**348**	**355**	**368**
	16.9%	16.5%	17.3%	18.1%	19.4%	19.2%	20.0%	18.9%
Renault	**175**	**278**	**255**	**272**	**288**	**288**	**268**	**290**
	15.8%	18.3%	13.9%	14.1%	15.3%	15.8%	15.1%	14.9%
Fiat Group	**114**	**156**	**225**	**262**	**269**	**280**	**237**	**251**
	10.3%	10.3%	12.3%	13.6%	14.3%	15.4%	13.3%	12.9%
Ford Group	**137**	**211**	**216**	**206**	**216**	**191**	**211**	**235**
	12.4%	13.9%	11.8%	10.7%	11.5%	10.5%	11.9%	12.1%
General Motors	**55**	**81**	**86**	**92**	**92**	**118**	**129**	**140**
	5.0%	5.3%	4.7%	4.8%	4.9%	6.5%	7.3%	7.2%
Volkswagen Group	**113**	**134**	**199**	**202**	**171**	**149**	**130**	**162**
	10.2%	8.9%	10.9%	10.5%	9.1%	8.2%	7.3%	8.3%
DaimlerChrysler	**65**	**77**	**169**	**176**	**178**	**165**	**152**	**164**
	5.9%	5.1%	9.3%	9.1%	9.5%	9.1%	8.5%	8.4%
Nissan	**61**	**105**	**92**	**100**	**77**	**68**	**81**	**99**
	5.5%	6.9%	5.1%	5.2%	4.1%	3.7%	4.6%	5.1%
Toyota-Lexus	**58**	**75**	**71**	**66**	**57**	**58**	**61**	**63**
	5.2%	4.9%	3.9%	3.4%	3.0%	3.2%	3.4%	3.3%
Other Japanese makes	**75**	**78**	**115**	**120**	**96**	**88**	**87**	**90**
	6.8%	5.2%	6.3%	6.2%	5.1%	4.8%	4.9%	4.6%
Hyundai-Kia	**1**	**0**	**42**	**44**	**35**	**30**	**31**	**38**
	0.1%	0.0%	2.3%	2.3%	1.9%	1.6%	1.7%	2.0%
Other makes	**64**	**69**	**41**	**42**	**37**	**35**	**35**	**43**
	5.8%	4.6%	2.2%	2.2%	2.0%	1.9%	2.0%	2.2%
TOTAL EUROPE (17 COUNTRIES)	**1,104**	**1,516**	**1,829**	**1,931**	**1,879**	**1,818**	**1,775**	**1,943**
	100%	100%	100%	100%	100%	100%	100%	100%
Year-on-year change		–2.6%	8.6%	5.6%	–2.7%	–3.3%	–2.4%	9.5%

REGISTRATIONS

NEW PASSENGER CAR REGISTRATIONS BY COUNTRY AND AUTOMOBILE MANUFACTURER, 2004

In thousands of units and as a % of total registrations	TOTAL	PSA Peugeot Citroën	Citroën	Peugeot	Renault Group	Fiat Group	Volkswagen Group	Ford Group	General Motors	BMW-Mini	Daimler-Chrysler	Japanese makes	South Korean makes
Germany	3,267	181	59	122	165	83	997	295	357	277	430	379	80
	100%	5.5%	1.8%	3.7%	5.0%	2.5%	30.5%	9.0%	10.9%	8.5%	13.2%	11.6%	2.5%
Austria	311	28	11	18	21	19	93	26	31	13	16	50	12
	100%	9.1%	3.4%	5.7%	6.9%	6.2%	29.8%	8.5%	10.0%	4.1%	5.1%	16.2%	3.9%
Belgium	485	102	48	53	56	19	87	46	60	24	25	54	11
	100%	21.0%	9.9%	11.0%	11.5%	3.8%	18.0%	9.4%	12.3%	4.9%	5.1%	11.2%	2.3%
Denmark	121	25	10	15	4	6	24	12	8	1	1	30	10
	100%	20.3%	8.0%	12.2%	3.4%	4.7%	19.7%	10.1%	6.7%	1.0%	1.2%	24.4%	8.5%
Spain	1,517	318	160	159	194	62	315	173	170	40	50	117	66
	100%	21.0%	10.5%	10.5%	12.8%	4.1%	20.8%	11.4%	11.2%	2.6%	3.3%	7.7%	4.3%
Finland	142	17	7	10	8	7	24	22	10	3	6	43	2
	100%	11.7%	4.7%	7.0%	5.3%	5.1%	17.0%	15.3%	7.1%	1.8%	4.2%	30.5%	1.6%
France	2,014	620	257	363	549	65	206	122	122	48	71	164	37
	100%	30.8%	12.7%	18.0%	27.3%	3.2%	10.2%	6.1%	6.1%	2.4%	3.5%	8.1%	1.8%
Greece	290	32	16	15	15	23	46	21	31	7	13	69	32
	100%	10.9%	5.6%	5.3%	5.0%	7.8%	15.7%	7.1%	10.9%	2.5%	4.5%	23.9%	10.9%
Ireland	154	12	3	8	11	4	25	21	14	6	5	47	8
	100%	7.6%	2.2%	5.5%	7.4%	2.8%	16.5%	13.4%	8.9%	3.7%	3.4%	30.4%	5.0%
Italy	2,264	253	146	106	158	636	239	218	201	80	118	274	76
	100%	11.2%	6.5%	4.7%	7.0%	28.1%	10.6%	9.6%	8.9%	3.5%	5.2%	12.1%	3.4%
Luxembourg	48	7	3	4	7	2	10	4	3	3	4	5	3
	100%	14.5%	6.4%	8.1%	14.8%	4.2%	20.9%	8.0%	6.3%	7.1%	7.3%	9.9%	6.2%
Netherlands	484	69	24	45	47	25	74	62	64	15	17	80	28
	100%	14.2%	5.0%	9.3%	9.8%	5.1%	15.3%	12.9%	13.1%	3.0%	3.6%	16.5%	5.8%
Portugal	198	35	14	21	31	10	34	15	22	6	11	26	5
	100%	17.9%	7.3%	10.6%	15.6%	4.9%	17.1%	7.6%	11.4%	2.9%	5.7%	13.1%	2.6%
United Kingdom	2,567	273	106	168	189	82	329	482	363	146	110	430	72
	100%	10.7%	4.1%	6.5%	7.4%	3.2%	12.8%	18.8%	14.1%	5.7%	4.3%	16.8%	2.8%
Sweden	264	28	9	19	14	1	43	70	37	9	9	40	12
	100%	10.6%	3.6%	7.0%	5.3%	0.5%	16.1%	26.4%	14.1%	2.9%	3.5%	15.2%	4.4%
European Union (15 countries)	14,216	1,999	873	1,126	1,469	1,043	2,546	1,588	1,494	677	887	1,808	454
	100%	14.2%	6.2%	8.0%	10.4%	7.4%	18.0%	11.2%	10.6%	4.8%	6.3%	12.8%	3.2%
Norway	116	11	3	8	3	0	24	14	11	4	4	40	3
	100%	9.6%	2.7%	6.9%	2.8%	0.3%	20.8%	12.4%	9.4%	3.6%	3.6%	34.3%	3.0%
Switzerland	269	26	11	15	16	15	53	23	29	17	20	58	11
	100%	9.6%	4.0%	5.6%	6.1%	5.4%	19.5%	8.5%	10.6%	6.2%	7.4%	21.7%	4.1%
EUROPE (17 countries)	14,511	2,036	887	1,149	1,489	1,058	2,622	1,625	1,533	698	911	1,906	469
	100%	14.0%	6.1%	7.9%	10.3%	7.3%	18.1%	11.2%	10.6%	4.8%	6.3%	13.1%	3.2%

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

REGISTRATIONS

NEW DIESEL PASSENGER CAR REGISTRATIONS BY COUNTRY

In units and as a % of total registrations	1980	1990	1999	2000	2001	2002	2003	2004
Germany	**193,841**	**327,046**	**851,732**	**1,023,997**	**1,153,015**	**1,231,880**	**1,292,437**	**1,429,737**
	8.0%	9.8%	22.4%	30.3%	34.5%	37.9%	39.9%	43.8%
Austria	**7,425**	**74,197**	**180,329**	**191,402**	**192,789**	**194,550**	**214,618**	**220,249**
	3.3%	25.7%	57.4%	61.9%	65.7%	69.6%	71.5%	70.8%
Belgium	**54,897**	**154,804**	**265,751**	**290,301**	**305,831**	**300,444**	**312,742**	**339,578**
	13.8%	32.7%	54.3%	56.3%	62.6%	64.3%	68.2%	70.1%
Denmark	**2,352**	**3,305**	**13,438**	**14,898**	**17,082**	**22,470**	**21,834**	**29,147**
	3.2%	4.1%	9.4%	13.2%	17.8%	20.1%	22.7%	24.0%
Spain	**–**	**140,740**	**712,465**	**734,256**	**754,472**	**762,672**	**841,667**	**992,067**
		14.2%	50.6%	53.1%	52.5%	57.3%	60.9%	65.4%
Finland	**–**	**7,215**	**21,397**	**–**	**28,164**	**18,175**	**22,339**	**22,065**
		5.2%	15.7%		25.7%	15.6%	15.2%	15.5%
France	186,050	762,054	947,489	1,046,485	1,267,761	1,354,933	1,353,914	1,392,925
	9.9%	33.0%	44.1%	49.0%	56.2%	63.2%	67.4%	69.2%
Greece	**–**	**60**	**1,767**	**2,006**	**2,299**	**2,439**	**3,963**	**8,371**
		0.1%	0.7%	0.7%	0.8%	0.9%	1.5%	2.9%
Ireland	**–**	**12,413**	**18,925**	**23,259**	**21,207**	**25,664**	**24,979**	**28,207**
		15.0%	10.9%	10.1%	12.9%	16.4%	17.2%	18.3%
Italy	**138,562**	**179,779**	**686,458**	**812,203**	**884,567**	**988,253**	**1,094,385**	**1,322,561**
	8.1%	7.8%	29.4%	33.6%	36.5%	43.5%	48.7%	58.4%
Luxembourg	**–**	**8,206**	**17,006**	**21,110**	**24,916**	**26,880**	**28,742**	**34,977**
		21.4%	42.0%	50.4%	58.2%	61.9%	65.9%	72.5%
Norway	**–**	**1,581**	**8,300**	**8,761**	**12,180**	**15,498**	**20,906**	**32,542**
		2.6%	8.2%	9.0%	13.3%	17.5%	23.2%	28.1%
Netherlands	**30,450**	**54,738**	**139,442**	**134,426**	**121,336**	**110,159**	**110,401**	**118,890**
	6.8%	10.9%	22.8%	22.5%	22.9%	21.6%	22.6%	24.6%
Portugal	**–**	**10,426**	**57,036**	**62,417**	**67,139**	**78,141**	**85,229**	**111,782**
		4.9%	20.9%	24.2%	27.0%	34.6%	44.9%	56.6%
United Kingdom	**5,850**	**128,160**	**303,991**	**313,149**	**437,355**	**602,623**	**704,670**	**835,198**
	0.4%	6.4%	13.8%	14.1%	17.8%	23.5%	27.3%	32.5%
Sweden	**–**	**1,335**	**21,354**	**18,325**	**13,687**	**17,736**	**20,206**	**21,141**
		0.6%	7.2%	6.3%	5.6%	7.0%	7.7%	8.0%
Switzerland	**–**	**9,998**	**21,425**	**29,466**	**42,453**	**53,167**	**58,565**	**69,976**
		3.0%	6.8%	9.3%	13.4%	18.0%	21.7%	26.0%
EUROPE (17 countries)	619,427	1,866,021	4,268,305	4,726,461	5,346,253	5,805,684	6,211,597	7,009,413
% diesel in Europe	7.1%	13.9%	28.4%	32.1%	36.0%	40.3%	43.7%	48.3%
Year-on-year change		+0.7%	+20.1%	+10.7%	+13.1%	+8.6%	+7.0%	+12.8%

NEW PASSENGER CAR AND LIGHT COMMERCIAL VEHICLE REGISTRATIONS BY COUNTRY

In units	1980	1990	1999	2000	2001	2002	2003	2004
Germany	2,527,580	3,475,172	4,020,212	3,590,633	3,548,017	3,446,050	3,423,293	3,461,914
Austria	243,021	310,157	339,248	336,670	317,635	301,898	325,687	340,349
Belgium	429,849	525,996	547,826	569,294	549,277	517,628	511,156	544,232
Denmark	89,485	100,303	176,732	145,780	127,650	143,873	128,931	167,795
Spain	592,093	1,218,091	1,715,846	1,680,761	1,725,555	1,600,999	1,679,173	1,851,502
Finland	115,741	166,602	152,707	149,702	124,576	132,296	162,735	160,812
France	**2,151,089**	**2,702,925**	**2,523,842**	**2,548,850**	**2,688,604**	**2,549,990**	**2,390,865**	**2,422,159**
Greece	80,824	144,960	283,351	313,230	300,817	287,288	275,547	312,714
Ireland	102,203	106,720	206,140	272,463	203,434	190,933	176,117	184,448
Italy	1,826,702	2,464,050	2,531,929	2,641,117	2,657,292	2,534,966	2,446,637	2,478,480
Luxembourg	22,514	40,285	43,597	44,979	46,643	47,347	47,093	50,933
Norway	106,945	82,483	130,466	129,003	125,736	113,374	117,199	149,534
Netherlands	483,574	555,812	710,843	694,210	614,475	591,851	566,356	570,946
Portugal	96,954	275,160	400,043	410,670	354,116	305,585	259,014	268,964
United Kingdom	1,725,803	2,256,662	2,435,381	2,466,833	2,718,580	2,835,427	2,888,958	2,903,236
Sweden	204,626	256,303	323,684	322,383	275,614	283,438	289,692	295,677
Switzerland	297,855	352,652	338,615	340,640	342,011	317,592	290,481	290,963
European Union (1)	9,358,799	14,523,790	16,411,381	16,187,575	16,252,285	15,769,569	15,571,254	16,014,161
EUROPE (17 countries)	**11,096,858**	**15,034,333**	**16,880,462**	**16,657,218**	**16,720,032**	**16,200,535**	**15,978,934**	**16,454,658**

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

REGISTRATIONS

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

In units	1980	1990	1999	2000	2001	2002	2003	2004
Germany	101,393	125,384	218,036	212,290	206,299	193,152	186,355	195,089
Austria	15,473	21,539	25,066	27,243	24,107	22,405	25,566	29,057
Belgium	30,609	52,490	58,205	54,090	60,594	50,059	52,360	59,475
Denmark	15,711	19,649	33,026	33,092	31,477	32,292	32,848	46,304
Spain	88,042	229,821	309,600	299,246	287,722	269,135	296,075	334,216
Finland	12,574	27,507	16,383	15,056	15,089	15,419	15,513	18,373
France	**277,887**	**393,795**	**375,419**	**414,966**	**433,872**	**404,919**	**381,619**	**408,450**
Greece	45,124	29,480	21,640	23,008	20,603	18,799	18,254	23,023
Ireland	8,640	24,136	33,898	41,474	38,704	34,821	30,894	30,312
Italy	109,270	156,995	190,847	225,517	225,960	264,522	199,272	214,787
Luxembourg	1,014	1,863	3,121	3,083	3,810	3,944	3,473	2,699
Norway	11,395	20,582	29,188	31,627	33,820	24,653	27,278	33,889
Netherlands	33,498	53,080	99,345	96,570	84,238	81,133	77,511	87,196
Portugal	38,597	64,236	127,172	152,836	98,901	79,493	69,222	71,380
United Kingdom	212,042	247,728	237,766	245,163	259,811	271,796	309,908	335,967
Sweden	12,038	26,362	28,435	31,854	29,033	28,849	28,486	31,431
Switzerland	18,091	22,753	21,739	24,121	25,370	22,527	20,172	21,578
European Union (1)	790,064	1,398,657	1,777,959	1,875,488	1,820,220	1,770,738	1,727,356	1,887,759
EUROPE (17 countries)	**1,031,398**	**1,517,400**	**1,828,886**	**1,931,236**	**1,879,410**	**1,817,918**	**1,774,806**	**1,943,226**

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

In units	1980	1990	1999	2000	2001	2002	2003	2004
Germany	59,061	73,770	99,953	96,830	84,758	72,230	73,342	83,597
Austria	5,642	7,222	8,407	8,508	7,897	6,792	7,923	9,591
Belgium	8,604	10,690	11,403	11,061	11,624	9,355	9,275	9,831
Denmark	3,179	3,539	5,231	4,597	4,515	4,031	4,166	4,557
Spain	23,208	30,432	31,929	33,700	34,905	34,031	34,087	36,556
Finland	4,497	4,218	3,156	3,072	2,836	2,619	3,034	3,435
France	**41,846**	**50,028**	**53,651**	**57,918**	**57,700**	**51,417**	**45,465**	**47,188**
Greece	1,178	497	1,696	1,633	1,575	1,344	1,666	1,873
Ireland	3,511	2,748	4,601	4,666	4,130	3,447	3,455	3,764
Italy		31,973	33,538	38,388	37,622	39,136	35,066	35,664
Luxembourg	690	1,136	1,141	1,451	1,239	1,000	1,180	1,016
Norway	3,056	2,106	3,379	3,564	3,183	3,354	3,548	3,935
Netherlands	13,346	14,804	16,386	16,835	16,372	13,703	12,595	13,334
Portugal	8,370	7,186	7,083	7,403	6,606	4,741	3,409	4,681
United Kingdom	57,489	45,794	49,502	51,864	52,451	48,849	51,484	51,774
Sweden	6,703	5,998	5,842	5,549	5,251	4,832	4,943	5,060
Switzerland	3,955	4,832	3,771	4,733	5,686	3,768	3,139	3,519
European Union (1)	187,726	272,597	333,519	343,475	329,481	297,527	291,090	311,921
EUROPE (17 countries)	**244,335**	**296,973**	**340,669**	**351,772**	**338,350**	**304,649**	**297,777**	**319,375**

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

In units	1980	1990	1999	2000	2001	2002	2003	2004
Germany	6,058	4,235	5,691	5,684	5,544	5,185	5,048	4,715
Austria	676	450	698	706	531	667	706	859
Belgium	585	580	785	974	751	852	728	787
Denmark	579	311	464	419	334	499	389	349
Spain	1,511	2,376	3,090	2,738	2,998	2,734	2,945	3,286
Finland	625	429	381		225	290	282	288
France	**3,558**	**3,160**	**4,435**	**4,320**	**4,691**	**4,601**	**4,362**	**4,213**
Greece		625	519	374	654	153	790	1,388
Ireland		24	147	121	61	60	128	340
Italy		3,825	4,149	4,152	4,942	3,939	3,506	4,261
Luxembourg	53	57	117	108	136	84	119	119
Norway	684	380	428	427	455	516	501	584
Netherlands	1,082	1,069	643	949	839	690	871	925
Portugal		482	541	806	744	497	731	550
United Kingdom	5,792	3,324	4,747	4,496	3,822	4,097	4,714	4,484
Sweden	943	863	1,019	1,071	982	895	849	880
Switzerland	371	580	341	491	527	474	498	554
European Union (1)	17,707	20,068	27,426	26,918	27,254	25,243	26,168	27,444
EUROPE (17 countries)	**22,517**	**22,770**	**28,195**	**27,836**	**28,236**	**26,233**	**27,167**	**28,582**

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

REGISTRATIONS

NEW PASSENGER CAR REGISTRATIONS IN EUROPE

In units	2000	2001	2002	2003	2004
Estonia	10,600	12,700	14,474	15,602	16,436
Hungary	133,233	148,502	172,604	208,426	207,055
Latvia	7,300	7,684	7,829	8,713	11,217
Lithuania	6,158	7,165	8,142	7,543	9,493
Poland	478,752	327,251	308,158	358,432	318,111
Czech Republic	148,592	151,941	147,630	152,981	143,622
Slovakia	55,090	69,663	65,318	59,742	57,430
Slovenia	67,665	60,581	58,849	59,548	62,002
Total 8 new European Union countries	**907,400**	**785,500**	**783,004**	**870,987**	**825,366**
Romania	64,432	72,449	89,023	106,765	145,130

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

In units	2000	2001	2002	2003	2004
Estonia	1,500	1,900	2,122	2,607	2,429
Hungary	26,686	25,290	28,833	24,978	23,595
Latvia	900	850	1,123	1,064	1,437
Lithuania	1,270	1,640	1,474	1,680	2,347
Poland	33,653	22,971	20,736	25,769	37,025
Czech Republic	14,786	14,701	13,970	14,566	17,288
Slovakia	5,812	6,799	5,634	9,318	10,204
Slovenia	6,274	5,709	6,174	6,676	7,034
Total 8 new European Union countries	**90,900**	**79,800**	**80,066**	**86,658**	**101,359**
Romania	14,789	16,398	20,230	25,435	31,012

NEW PASSENGER CAR AND LIGHT COMMERCIAL VEHICLE REGISTRATIONS IN EUROPE

In units	2000	2001	2002	2003	2004
Estonia	12,100	14,600	16,596	18,209	18,865
Hungary	159,919	173,792	201,437	233,404	230,650
Latvia	8,200	8,534	8,952	9,777	12,654
Lithuania	7,428	8,805	9,616	9,223	11,840
Poland	512,405	350,222	328,894	384,201	355,136
Czech Republic	163,378	166,642	161,600	167,547	160,910
Slovakia	60,902	76,462	70,952	69,060	67,634
Slovenia	73,939	66,290	65,023	66,224	69,036
Total 8 new European Union countries	**998,300**	**865,300**	**863,070**	**957,645**	**926,725**
Romania	79,221	88,847	109,253	132,200	176,142

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

In units	2000	2001	2002	2003	2004
Estonia	400	400	516	465	631
Hungary	2,900	3,500	4,200	4,100	4,600
Latvia	1,000	1,072	1,054	948	1,095
Lithuania	1,000	1,500	1,071	1,437	1,714
Poland	7,464	6,424	6,805	8,523	11,865
Czech Republic	6,400	6,900	7,200	6,700	7,324
Slovakia	1,796	2,427	2,549	2,802	3,105
Slovenia	1,876	2,115	1,864	1,276	1,567
Total 8 new European Union countries	**22,800**	**24,400**	**25,300**	**26,300**	**31,900**
Romania	3,113	3,001	2,849	3,055	4,809

WORLD PRODUCTION OF FRENCH AUTOMOBILE MANUFACTURERS

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

WORLD VEHICLE PRODUCTION BY MAKE

In units	1980	1990	1999	2000	2001	2002	2003	2004
Citroën	536,415	783,224	999,162	1,168,470	1,229,983	1,314,958	1,386,563	1,349,064
Peugeot	734,461	1,369,359	1,496,872	1,708,968	1,905,986	1,947,281	1,923,805	2,056,181
PSA Peugeot Citroën (1)	**1,647,221**	**2,152,583**	**2,496,034**	**2,877,438**	**3,135,969**	**3,262,239**	**3,310,368**	**3,405,245**
Renault	1,659,099	1,571,264	2,257,441	2,356,616	2,253,982	2,169,710	2,194,796	2,296,050
Dacia	–	–	–	55,183	52,283	57,376	72,655	94,698
Renault Samsung Motors	–	–	–	14,517	68,679	116,963	117,629	80,906
Renault-Dacia-Samsung (2)	**1,659,099**	**1,571,264**	**2,257,441**	**2,426,316**	**2,374,944**	**2,344,049**	**2,385,080**	**2,471,654**
CBM	105							
Renault Trucks (3)	54,086	60,263	87,436	96,040	57,218	55,666	52,355	60,676
of which Mack Trucks	–	15,423	39,028	34,562	–	–	–	–
Etalmobil (Sovam)	113	75	66	44	58	43	39	40
Unic	17,809							
Heuliez (4)	–	231	345	391	–	–	–	–
Irisbus-Renault (4)	–	–	2,355	2,547	–	–	–	–
TOTAL	**3,378,433**	**3,784,416**	**4,843,677**	**5,402,776**	**5,568,189**	**5,661,997**	**5,747,842**	**5,937,615**
KD units	616,466	287,512						

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

In units	1980	1990	1999	2000	2001	2002	2003	2004
Citroën	49,034	93,259	153,242	192,238	190,000	185,461	197,858	203,472
Peugeot	127,428	81,439	168,150	186,917	187,664	182,655	177,869	197,063
PSA Peugeot Citroën (1)	**200,979**	**174,698**	**321,392**	**379,155**	**377,664**	**368,116**	**375,727**	**400,535**
Renault	166,760	254,334	275,510	312,801	318,427	265,947	256,689	285,482
Dacia	–	–	–	12,580	10,840	12,942	18,931	22,552
Renault-Dacia-Samsung (2)	**166,760**	**254,334**	**275,510**	**325,381**	**329,267**	**278,889**	**275,620**	**308,034**
CBM	105							
Renault Trucks (3)	54,086	60,263	87,436	96,040	57,218	55,666	52,355	60,676
of which Mack Trucks	–	15,423	39,028	34,562	–	–	–	–
Etalmobil (Sovam)	113	75	66	44	58	43	39	40
Unic	17,809							
Heuliez (4)	–	231	345	391	–	–	–	–
Irisbus-Renault (4)	–	–	2,355	2,547	–	–	–	–
TOTAL	**439,852**	**489,601**	**687,104**	**803,558**	**764,207**	**702,714**	**703,741**	**769,285**
KD units	68,587	79,271						

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

VEHICLE PRODUCTION IN FRANCE BY FRENCH AND FOREIGN AUTOMOBILE MANUFACTURERS

In units	1980	1990	1999	2000	2001	2002	2003	2004
Foreign manufacturers								
Fiat	–	–	24,672	10,377	6,945	9,063	14,730	13,433
Heuliez-Opel								14,904
Lancia	–	–	3,299	2,265	1,852	5,232	10,192	7,594
Smart	–	–	80,604	101,365	119,853	122,943	128,339	95,666
Toyota	–	–	0	0	62,156	136,972	183,732	203,713
Passenger cars	**–**	**–**	**108,575**	**114,007**	**190,806**	**274,210**	**336,993**	**335,310**
Light commercial vehicles (Fiat)	**–**	**–**	**25,409**	**39,428**	**39,374**	**30,396**	**23,039**	**24,302**
Heavy trucks (Scania)	**–**		**9,970**	**10,710**	**8,254**	**8,917**	**9,663**	**9,987**
Irisbus-Heuliez	–	–	–	–	423	442	429	409
Irisbus	–	–	–	–	2,628	1,705	1,494	1,970
Evobus	–	–	465	535	521	442	470	613
Scania	–	–	16	0	0	0	0	0
Coaches and buses	**–**	**–**	**481**	**535**	**3,572**	**2,589**	**2,393**	**2,992**
Total foreign makes	**–**	**–**	**144,435**	**164,680**	**242,006**	**316,112**	**372,088**	**372,591**
French manufacturers								
Total French makes	**–**	**–**	**3,035,731**	**3,183,681**	**3,386,412**	**3,385,758**	**3,247,978**	**3,293,399**
French and foreign automobile manufacturers								
Total	**–**	**–**	**3,180,166**	**3,348,361**	**3,628,418**	**3,701,870**	**3,620,066**	**3,665,990**

Source: CCFA.

WORLD PRODUCTION OF FRENCH AUTOMOBILE MANUFACTURERS

PASSENGER CAR PRODUCTION (BUILT-UP UNITS) BY MAKE

In units	1980	1990	1999	2000	2001	2002	2003	2004
Citroën	536,366	689,965	845,920	976,232	1,039,983	1,129,497	1,188,705	1,145,592
Peugeot	607,033	1,287,920	1,328,722	1,522,051	1,718,322	1,764,626	1,745,936	1,859,118
PSA Peugeot Citroën (1)	**1,446,242**	**1,977,885**	**2,174,642**	**2,498,283**	**2,758,305**	**2,894,123**	**2,934,641**	**3,004,710**
Renault	1,492,339	1,316,930	1,981,931	2,043,815	1,935,555	1,903,763	1,938,107	2,010,568
Dacia	–	–	–	42,603	41,443	44,434	53,724	72,146
Renault Samsung Motors	–	–	–	14,517	68,679	116,963	117,629	80,906
Renault-Dacia-Samsung (1)	**1,492,339**	**1,316,930**	**1,981,931**	**2,100,935**	**2,045,677**	**2,065,160**	**2,109,460**	**2,163,620**
TOTAL	**2,938,581**	**3,294,815**	**4,156,573**	**4,599,218**	**4,803,982**	**4,959,283**	**5,044,101**	**5,168,330**
KD units	467,879	208,241	–	–	–	–	–	–
of which production in France	–	–	2,675,892	2,765,803	2,990,743	3,018,587	2,883,336	2,892,106
Citroën	–	–	542,193	504,323	558,073	579,034	597,930	594,896
Peugeot	–	–	969,606	1,094,756	1,254,296	1,304,259	1,208,461	1,213,362
PSA Peugeot Citroën (1)	**–**	**–**	**1,511,799**	**1,599,079**	**1,812,369**	**1,883,293**	**1,806,391**	**1,808,258**
Renault	–	–	1,164,093	1,166,724	1,178,374	1,135,294	1,076,945	1,083,848
Renault-Dacia-Samsung (1)	**–**	**–**	**1,164,093**	**1,166,724**	**1,178,374**	**1,135,294**	**1,076,945**	**1,083,848**

(1) See footnotes on page 56.

PASSENGER CAR PRODUCTION BY MODEL, 2004

In units	Make and model	World production	Production in France	Production outside France
PSA Peugeot Citroën		**3,004,710**	**1,808,258**	**1,196,452**
Citroën		**1,145,592**	**594,896**	**550,696**
	C2	139,753	139,753	
	C3	359,508	253,418	106,090
	C4	51,924	51,924	
	ZX	64,781		64,781
	XSARA	292,251	25,198	267,053
	XANTIA	11,856		11,856
	C5	100,553	100,553	
	C8	24,049	24,049	
	X6	1	1	
	BERLINGO	100,916		100,916
Peugeot		**1,859,118**	**1,213,362**	**645,756**
	1007	1,170	1,170	
	206	760,350	431,239	329,111
	306	264		264
	307	574,468	548,321	26,147
	405	209,184		209,184
	406	25,887	18,409	7,478
	407	164,969	164,969	
	504	1,800		1,800
	607	18,076	18,076	
	807	31,178	31,178	
	PARTNER	71,772		71,772
Renault-Dacia-Samsung		**2,163,620**	**1,083,848**	**1,079,772**
Renault		**2,010,568**	**1,083,848**	**926,720**
	TWINGO	91,309	82,948	8,361
	CLIO	577,732	185,079	392,653
	MODUS	98,869		98,869
	MEGANE	897,842	475,813	422,029
	LAGUNA	144,358	144,358	
	VEL SATIS	8,361	8,361	
	ESPACE	64,429	64,429	
	KANGOO	127,668	122,860	4,808
Dacia		**72,146**	**0**	**72,146**
	CLASIC	7,183		7,183
	SOLENZA	36,371		36,371
	LOGAN	28,592		28,592
Renault Samsung Motors		**80,906**	**0**	**80,906**
	SM3	19,481		19,481
	SM5	55,972		55,972
	SM7	5,453		5,453
TOTAL		**5,168,330**	**2,892,106**	**2,276,224**

Source: CCFA.

WORLD PRODUCTION OF FRENCH AUTOMOBILE MANUFACTURERS

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

In units	1980	1990	1999	2000	2001	2002	2003	2004
Citroën	49,034	93,259	153,242	192,238	190,000	185,461	197,858	203,472
Peugeot	127,428	81,439	168,150	186,917	187,664	182,655	177,869	197,063
PSA Peugeot Citroën [1]	**200,979**	**174,698**	**321,392**	**379,155**	**377,664**	**368,116**	**375,727**	**400,535**
Renault	166,760	254,334	275,510	312,801	318,427	265,947	256,689	285,482
Dacia	–	–	–	12,580	10,840	12,942	18,931	22,552
Renault-Dacia-Samsung [1]	**166,760**	**254,334**	**275,510**	**325,381**	**329,267**	**278,889**	**275,620**	**308,034**
Renault Trucks [1]	**11,632**	**7,464**	**5,045**	**8,321**	**8,335**	**7,944**	**6,762**	**8,430**
Other	86	71	64	42	38	42	37	37
TOTAL	**379,457**	**436,567**	**602,011**	**712,899**	**715,304**	**654,991**	**658,146**	**717,036**
KD units	68,587	79,271	–	–	–	–	–	–
of which production in France	–	–	320,708	370,538	355,969	328,593	328,256	361,137
Citroën	–	–	44,482	53,561	46,376	44,189	51,168	56,709
Peugeot	–	–	58,503	67,629	67,022	66,789	64,111	69,312
PSA Peugeot Citroën [1]	**–**	**–**	**102,985**	**121,190**	**113,398**	**110,978**	**115,279**	**126,021**
Renault	–	–	212,614	240,985	234,198	209,629	206,178	226,649
Renault-Dacia-Samsung [1]	**–**	**–**	**212,614**	**240,985**	**234,198**	**209,629**	**206,178**	**226,649**
Renault Trucks [1]	**–**	**–**	**5,045**	**8,321**	**8,335**	**7,944**	**6,762**	**8,430**
Other	–	–	64	42	38	42	37	37

(1) See footnotes on page 56.

LIGHT COMMERCIAL VEHICLE PRODUCTION BY MODEL, 2004

In units	Make and model	World production	Production in France	Production outside France
PSA Peugeot Citroën		**400,535**	**126,021**	**274,514**
Citroën		**203,472**	**56,709**	**146,763**
	C2	9,533	9,533	
	C3	16,128	16,128	
	XSARA	1,617	1,345	272
	C15	24,690		24,690
	BERLINGO	75,255		75,255
	JUMPY	29,703	29,703	
	JUMPER	46,546		46,546
Peugeot		**197,063**	**69,312**	**127,751**
	206	34,744	27,498	7,246
	307	9,206	9,206	
	807	53	53	
	PARTNER	71,186		71,186
	EXPERT	32,555	32,555	
	BOXER	45,205		45,205
	J9	4,114		4,114
Renault-Dacia-Samsung		**308,034**	**226,649**	**81,385**
Renault [1]		**285,482**	**226,649**	**58,833**
	TWINGO	952	952	
	CLIO	43,680	8,593	35,087
	MEGANE	9,034		9,034
	KANGOO	120,093	108,878	11,215
	MASTER	98,832	95,335	3,497
	MASCOTT	12,891	12,891	
Dacia		**22,552**	**0**	**22,552**
	Pickups/small vans	22,552		22,552
Renault Trucks		**8,430**	**8,430**	**0**
	MASCOTT	8,430	8,430	
Other		**37**	**37**	
	Etalmobil	37	37	
TOTAL		**717,036**	**361,137**	**355,899**

(1) Trafics manufactured by General Motors in Luton, United Kingdom, and by Nissan in Barcelona, Spain, are not counted in Renault's production. They totaled 96,146 units in 2004, including Primastars.

Source: CCFA.

WORLD PRODUCTION OF FRENCH AUTOMOBILE MANUFACTURERS

HEAVY TRUCK (5T AND OVER) PRODUCTION BY MAKE

In units	1980	1990	1999	2000	2001	2002	2003	2004
Renault Trucks (1)	39,475	50,493	82,391	87,719	48,883	47,722	45,593	52,246
of which Mack Trucks	–	15,423	39,028	34,562	–	–	–	–
Other (2)	17,836	4	2	2	20	1	2	3
TOTAL	**57,311**	**50,497**	**82,393**	**87,721**	**48,903**	**47,723**	**45,595**	**52,249**
of which production in France	–	–	36,431	44,402	39,700	38,578	36,386	40,156
Renault Trucks (1)	–	–	36,429	44,400	39,680	38,577	36,384	40,153
Other (2)	–	–	2	2	20	1	2	3

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

COACH AND BUS (OVER 5T) PRODUCTION BY MAKE

In units	1980	1990	1999	2000	2001	2002	2003	2004
Renault Trucks (1)	2,979	2,306	–	–	–	–	–	–
CBM	105							
Heuliez (2)	–	231	345	391	–	–	–	–
Irisbus-Renault (2)	–	–	2,355	2,547	–	–	–	–
TOTAL	**3,084**	**2,537**	**2,700**	**2,938**	**–**	**–**	**–**	**–**
of which production in France	–	–	2,700	2,938	–	–	–	–
Renault Trucks (1)	–	–	–	–	–	–	–	–
Heuliez (2)	–	–	345	391	–	–	–	–
Irisbus-Renault (2)	–	–	2,355	2,547	–	–	–	–

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

HEAVY TRUCK (OVER 5T) PRODUCTION, 2004

In units	Make and model	World production	Production in France	Production outside France
Trucks				
Commercial vehicles: 5 to 6 tonnes		**3,136**	**3,136**	**0**
	Mascott	3,136	3,136	
Mid range: 7 to 16 tonnes		**15,953**	**11,120**	**4,833**
	Midliner	2,593		2,593
	Midlum	13,360	11,120	2,240
High range: more than 16 tonnes		**13,685**	**7,416**	**6,269**
	Premium	7,144	6,948	196
	Magnum	468	468	
	Kerax	6,073		6,073
Total Renault Trucks trucks		**32,774**	**21,672**	**11,102**
Road tractors				
	Midlum	42	42	
	Premium	10,106	10,106	
	Magnum	8,333	8,333	
	Kerax	991		991
Total Renault Trucks road tractors		**19,472**	**18,481**	**991**

Source: CCFA.

PRODUCTION

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

In units	1980	1990	1999 (1)	2000	2001	2002	2003	2004
Passenger car derivatives								
Citroën	26,904	22,942	24,020	29,449	21,658	19,330	21,381	27,278
Peugeot	69,411	55,208	33,051	41,451	40,296	40,262	37,950	44,003
PSA Peugeot Citroën (2)	103,229	78,150	57,071	70,900	61,954	59,592	59,331	71,281
Renault	30,420	56,245	57,744	60,320	89,375	60,992	55,000	53,666
TOTAL	**133,649**	**134,395**	**114,815**	**131,220**	**151,329**	**120,584**	**114,331**	**124,947**
Small vans								
Citroën	45,573	67,257	75,530	100,832	104,381	102,250	104,588	99,945
Peugeot	27,002	18,537	57,888	70,443	74,468	71,329	68,135	71,186
PSA Peugeot Citroën (2)	90,178	85,794	133,418	171,275	178,849	173,579	172,723	171,131
Renault	126,779	129,335	131,506	147,670	131,712	113,752	115,764	120,093
TOTAL	**216,957**	**215,129**	**264,924**	**318,945**	**310,561**	**287,331**	**288,487**	**291,224**
Large vans								
Citroën	23,813	32,209	53,692	61,957	63,961	63,881	71,889	76,249
Peugeot	33,031	47,623	77,211	75,023	72,900	71,064	71,784	81,874
PSA Peugeot Citroën (2)	56,844	79,832	130,903	136,980	136,861	134,945	143,673	158,123
Renault	40,508	84,681	91,305	104,811	97,340	91,204	85,925	111,723
Renault Trucks	–	–	–	8,321	8,335	7,943	6,762	8,430
Sovam-Etalmobil	86	71	64	42	38	42	37	37
TOTAL	**97,438**	**164,584**	**222,272**	**250,154**	**242,574**	**234,134**	**236,397**	**278,313**
4WD vehicles								
Peugeot		1,730						
Pickups, small vans								
Dacia	–	–	–	12,580	10,840	12,942	18,931	22,552

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

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

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

In units		1980	1990	1999 (1)	2000	2001	2002	2003	2004
Up to 3.5t		318,633	402,994	462,030	577,926	602,234	534,420	537,112	573,731
	GAS	281,031	128,422	42,555	55,883	73,684	43,211	32,972	40,630
	D	37,602	274,572	418,635	521,229	528,011	490,927	503,842	532,970
	EL			840	814	539	282	298	131
3.5t to 5.1t		60,824	33,573	139,981	134,973	113,070	120,571	121,034	143,305
	GAS	14,675	1,961	1,742	1,724	721	539	615	816
	D	46,149	31,612	138,239	133,249	112,349	120,032	120,419	142,489
	EL								
5.1t to 12t	D	25,538	6,377	5,428	13,593	10,892	11,383	10,070	12,936
12t to 16t	D	12,541	8,251	6,481	5,009	4,537	4,253	5,095	5,777
16t to 20t	D	6,909	5,518	6,788	7,304	7,635	8,099	7,022	6,259
20t and over	D	3,054	3,650	5,241	6,255	6,797	5,926	5,819	7,805
Road tractors	D	9,269	11,278	19,427	20,998	19,042	18,062	17,589	19,472
Coaches and buses		3,084	2,548	2,700	2,938	–	–	–	–
	D	3,035	2,548	2,494	2,606	–	–	–	–
	G			206	332	–	–	–	–
	GAS	49				–	–	–	–
Total gasoline		**295,706**	**130,383**	**44,297**	**57,607**	**74,405**	**43,750**	**33,587**	**41,446**
Total diesel		**144,097**	**343,806**	**602,733**	**710,243**	**689,263**	**658,682**	**669,856**	**727,708**
Total electric		**49**	**0**	**840**	**814**	**539**	**282**	**298**	**131**
Total CNG or LPG				**206**	**332**	**–**	**–**	**–**	**–**
TOTAL ALL CATEGORIES		439,852	474,189	648,076	768,996	764,207	702,714	703,741	769,285

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

Source: CCFA.

EXPORTS (1)

NEW PASSENGER CAR EXPORTS OF FRENCH MANUFACTURERS BY MAKE

In units	1980	1990	1999	2000	2001	2002	2003	2004
Citroën	269,223	429,937	593,127	690,690	745,651	833,681	905,687	888,656
Peugeot	298,589	764,606	928,438	1,070,846	1,224,949	1,314,094	1,349,982	1,467,506
PSA Peugeot Citroën (2)	750,090	1,194,543	1,521,565	1,761,536	1,970,600	2,147,775	2,255,669	2,356,162
Renault	779,562	687,455	1,368,799	1,412,911	1,324,068	1,321,606	1,382,536	1,463,379
TOTAL	**1,529,652**	**1,881,998**	**2,890,364**	**3,174,447**	**3,294,668**	**3,469,381**	**3,638,205**	**3,819,541**

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

In units	1980	1990	1999	2000	2001	2002	2003	2004
Citroën	16,521	41,209	84,371	113,113	118,073	120,408	125,896	128,045
Peugeot	74,050	58,034	100,458	116,063	110,824	109,880	110,799	119,123
PSA Peugeot Citroën (2)	103,921	99,243	184,829	229,176	228,897	230,288	236,695	247,168
Renault	36,535	96,657	156,682	184,839	182,601	145,266	143,216	165,625
Renault Trucks	4,126	2,137	–	–	–	–	–	3,010
Etalmobil	2	12	2	10	10	6	5	10
TOTAL	**144,584**	**198,049**	**341,513**	**414,025**	**411,508**	**375,560**	**379,916**	**415,813**

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

In units	1980	1990	1999	2000	2001	2002	2003	2004
Citroën	285,744	471,146	677,498	803,803	863,724	954,089	1,031,583	1,016,701
Peugeot	372,639	822,640	1,028,896	1,186,909	1,335,773	1,423,974	1,460,781	1,586,629
PSA Peugeot Citroën (2)	854,011	1,293,786	1,706,394	1,990,712	2,199,497	2,378,063	2,492,364	2,603,330
Renault	816,097	784,112	1,525,481	1,597,750	1,506,669	1,466,872	1,525,752	1,629,004
Renault Trucks	4,126	2,137	–	–	–	–	–	3,010
Etalmobil	2	12	2	10	10	6	5	10
TOTAL	**1,674,236**	**2,080,047**	**3,231,877**	**3,588,472**	**3,706,176**	**3,844,941**	**4,018,121**	**4,235,354**

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

In units	1980	1990	1999	2000	2001	2002	2003	2004
Renault Trucks	18,854	15,451	23,410	30,198	28,256	27,600	27,522	33,507
Irisbus-Renault	–	–	329	293	–	–	–	–
Unic	14,689							
Other		2			10	1	2	1
TOTAL	**33,543**	**15,453**	**23,739**	**30,491**	**28,266**	**27,601**	**27,524**	**33,508**

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

(2) Including Talbot up to 1985.

Source: CCFA.

EXPORTS OF FRENCH MANUFACTURERS (1)

NEW PASSENGER CAR EXPORTS BY DESTINATION

In units	1980	1990	1999	2000	2001	2002	2003	2004
Europe (2)	**1,202,834**	**1,645,276**	**2,530,391**	**2,636,150**	**2,666,696**	**2,766,527**	**2,874,729**	**2,878,753**
of which: European Union (3)	**946,760**	**1,479,316**	**2,243,906**	**2,261,904**	**2,400,035**	**2,426,637**	**2,449,696**	**2,580,944**
Germany	202,939	277,424	392,945	337,743	352,483	369,097	379,668	325,457
Austria	35,775	36,175	41,615	41,510	43,790	51,626	46,587	51,174
Belgium/Luxembourg	105,966	144,896	144,947	172,806	177,410	170,568	176,247	178,562
Denmark	4,059	13,919	32,927	30,239	36,302	42,662	28,426	35,308
Spain	100,640	297,846	553,610	556,934	545,442	514,938	539,194	581,952
Greece		11,458	49,668	54,270	50,897	50,527	43,131	45,639
Italy	381,626	324,952	356,561	353,616	363,509	392,163	446,294	428,494
Netherlands	84,063	95,340	122,904	120,438	137,705	140,469	136,065	119,814
Portugal	14,729	59,459	82,547	68,375	77,841	75,494	64,151	66,279
United Kingdom	156,071	245,989	395,105	432,507	530,527	523,524	499,392	472,007
Sweden	13,060	18,001	26,642	31,473	32,809	42,068	42,154	42,037
10 new Member States							*206,468*	*184,082*
of which: CEEC/CIS (4)	23,619	31,569	147,342	164,814	182,116	251,064	285,723	99,284
Hungary		2,040	16,936	23,887	27,599	37,856	44,117	40,674
Poland		806	64,257	59,093	53,189	69,399	83,026	63,884
of which: Switzerland	51,821	43,832	42,500	45,654	49,213	46,219	44,130	40,507
of which: Turkey		13,069	82,482	148,264	17,970	24,679	76,958	140,873
Africa	**133,213**	**45,675**	**45,988**	**69,865**	**75,888**	**85,691**	**81,194**	**110,483**
of which: South Africa	22,439	0	4,376	13,913	14,247	14,256	15,998	29,539
North Africa	15,542	20,432	27,115	37,236	37,986	52,147	48,374	65,455
Nigeria	61,133	8,319	6,911	8,860	9,679	6,685	6,133	4,661
North and South America	**145,204**	**29,360**	**151,116**	**230,270**	**221,704**	**202,375**	**216,560**	**288,902**
of which: Argentina	11,899	516	85,156	97,605	42,306	16,586	31,277	54,418
Brazil			37,291	80,205	117,293	110,187	104,798	127,465
Colombia	11,885	9,112	8,386	16,659	23,237	20,222	18,539	26,512
Mexico		20	182	1,408	8,718	26,225	42,006	60,607
Asia (2)	**26,178**	**96,645**	**94,819**	**166,261**	**251,715**	**333,598**	**388,732**	**461,879**
of which: Japan	883	14,264	9,161	15,976	22,218	23,640	24,288	18,751
China		3,960	40,754	54,334	56,000	88,281	106,895	91,431
Iran	12,836	29,852	10,805	45,722	106,549	158,923	199,179	292,514
Pacific	**6,290**	**5,761**	**8,258**	**9,984**	**14,530**	**18,466**	**19,849**	**16,409**
of which: Australia	2,398	820	2,766	2,765	5,544	8,735	10,410	9,354
TOTAL	**1,529,652**	**1,881,998**	**2,890,364**	**3,174,447**	**3,294,668**	**3,469,381**	**3,638,205**	**3,819,541**
KD units	471,744	208,241						

NEW COMMERCIAL VEHICLE EXPORTS BY DESTINATION

In units	1980	1990	1999	2000	2001	2002	2003	2004
Europe (2)	**88,235**	**174,998**	**311,477**	**379,289**	**388,838**	**357,282**	**360,169**	**379,999**
of which: European Union (3)	**74,382**	**156,268**	**266,885**	**312,421**	**316,164**	**291,614**	**283,723**	**323,495**
Germany	17,490	23,581	42,414	50,081	51,850	45,821	39,672	43,788
Austria	2,185	3,702	3,972	4,697	4,709	3,679	4,290	5,290
Belgium/Luxembourg	11,455	18,383	20,729	22,857	28,055	21,373	22,499	20,863
Spain	71	44,110	58,027	57,516	53,810	54,586	58,112	61,931
Italy	26,207	19,923	28,608	35,910	32,990	34,902	29,525	31,047
Netherlands	8,234	7,995	19,826	23,087	21,297	17,685	19,059	17,188
Portugal	2,805	14,291	26,109	34,551	33,751	27,426	24,713	26,672
United Kingdom	8,390	21,127	45,919	55,647	62,351	60,292	62,970	63,951
10 new Member States							*28,411*	*28,844*
of which: CEEC/CIS (4)	361	2,781	20,069	25,100	52,135	41,316	45,949	24,366
Poland	301	97	4,048	5,624	13,819	6,136	8,633	9,971
of which: Switzerland	3,317	2,921	3,715	4,293	4,608	4,266	4,596	5,033
Africa	**75,802**	**18,320**	**14,393**	**16,074**	**20,838**	**18,584**	**19,140**	**27,779**
of which: North Africa	18,334	8,588	11,426	13,509	16,116	15,553	15,348	24,360
North and South America	**5,875**	**5,453**	**28,576**	**36,682**	**17,846**	**14,167**	**16,325**	**27,283**
Asia (2)	**6,930**	**11,302**	**6,917**	**8,260**	**8,605**	**8,066**	**8,241**	**11,200**
Pacific	**776**	**1,364**	**1,369**	**1,797**	**1,725**	**1,878**	**1,744**	**1,877**
TOTAL	**178,126**	**213,502**	**365,252**	**444,516**	**439,774**	**403,161**	**407,440**	**449,321**
KD units	39,428	12,207						

(1) As of 1996, exports of vehicles of French manufacturers include both assembled vehicles and KD/CKD units. Deliveries to French Overseas Departments are no longer counted in exports.
(2) As of 2004, exports by Cyprus are included in Europe, rather than Asia.
(3) European Union: 9 countries in 1980; 10 countries in 1985; 12 countries between 1990 and 1994; 15 countries from 1995; 25 countries since 2004.
(4) As of 2004, CEEC/CIS excluding the nine new countries that joined the European Union.

Source: CCFA.

REGISTRATIONS

NEW PASSENGER CAR REGISTRATIONS BY MAKE

In units	1980	1990	1999	2000	2001	2002	2003	2004
Citroën	270,983	266,822	235,339	261,508	295,382	288,550	271,455	256,705
Peugeot	293,461	498,481	390,031	397,547	466,554	431,678	379,227	363,224
PSA Peugeot Citroën (1)	685,318	765,303	625,370	659,055	761,936	720,228	650,682	619,929
Renault	759,312	639,440	602,530	602,415	599,857	579,618	546,014	549,192
Other France	56	146	64	63	68	65	84	551
Total France (2)	**1,444,686**	**1,404,889**	**1,227,964**	**1,261,533**	**1,361,861**	**1,299,911**	**1,196,780**	**1,169,672**
Alfa Romeo	25,380	15,916	12,324	12,774	19,471	17,342	13,908	13,454
Audi	17,455	32,762	36,920	34,937	40,105	41,254	37,301	36,461
BMW	17,239	29,580	31,016	31,576	35,836	34,076	31,551	37,108
Chrysler	16	4,084	4,776	4,827	6,418	5,762	5,571	5,751
Daewoo	–	–	12,124	11,731	5,835	4,312	1,887	158
GM Daewoo							2,600	7,783
Daihatsu	–	0	631	1,043	739	680	964	1,297
Fiat	53,147	128,822	103,976	95,983	86,741	69,401	55,942	48,283
Ford	68,426	159,575	148,707	117,061	108,452	100,087	91,678	101,631
Honda	8,293	14,002	15,270	8,716	6,455	6,377	5,547	6,756
Hyundai	–	0	8,448	11,019	13,509	18,575	23,124	27,814
Jaguar	269	1,290	1,327	1,939	2,235	2,363	2,077	2,912
Jeep	–	3,824	2,700	3,001	2,528	3,030	2,907	2,995
Kia	–	0	1,611	2,631	2,015	1,572	4,304	8,846
Lada	13,069	15,758	1,730	1,867	2,182	1,856	1,861	1,405
Lancia	6,801	18,225	4,462	5,864	5,364	2,065	1,971	3,061
Land Rover	237	3,611	7,756	7,570	6,608	5,603	5,604	5,644
Mazda	13,021	18,563	8,240	6,366	4,336	7,030	9,807	12,179
Mercedes	14,430	28,605	40,918	43,389	52,069	56,695	51,390	49,187
Mini	–	–	–	–	1,781	9,263	10,644	10,858
Mitsubishi	2,788	4,298	6,815	5,575	8,224	7,345	7,836	7,751
Nissan	17,700	25,707	25,919	31,330	28,895	30,112	39,840	37,568
Opel	32,709	113,490	140,945	133,576	137,831	122,549	120,758	110,329
Porsche	1,060	1,297	678	825	940	1,032	1,602	2,117
Rover	20,690	41,147	17,203	13,474	8,476	5,875	5,080	4,562
Saab	179	2,459	3,629	3,265	3,700	3,575	2,898	3,296
Santana	–	1,746	4,298	4,231	702	11		
Seat	306	48,052	38,249	40,562	42,177	37,409	34,608	32,642
Skoda	1,636	1,825	11,172	11,570	13,156	14,033	12,555	12,131
Smart	–	–	4,064	6,645	7,630	8,231	8,904	12,721
Ssangyong	–	0	469	19	2	1		467
Subaru	–	0	2,649	2,312	1,911	1,930	1,498	1,447
Suzuki	–	0	10,966	11,355	13,650	12,351	13,411	18,140
Toyota-Lexus	13,095	15,839	40,889	43,698	51,853	64,622	72,199	78,667
Volkswagen	75,727	155,971	158,347	152,868	161,607	137,812	119,318	124,145
Volvo	8,207	12,415	9,083	6,777	7,228	8,544	8,668	11,858
Total foreign (2)	**428,516**	**904,241**	**920,459**	**872,351**	**892,871**	**845,160**	**812,466**	**844,037**
OVERALL TOTAL	**1,873,202**	**2,309,130**	**2,148,423**	**2,133,884**	**2,254,732**	**2,145,071**	**2,009,246**	**2,013,709**
French makes (%)	77.1%	60.8%	57.2%	59.1%	60.4%	60.6%	59.6%	58.1%
Foreign makes (%)	22.9%	39.2%	42.8%	40.9%	39.6%	39.4%	40.4%	41.9%

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

USED PASSENGER CAR REGISTRATIONS

In units	1980	1990	1999	2000	2001	2002	2003	2004
OVERALL TOTAL	**4,441,423**	**4,758,750**	**4,895,953**	**5,082,122**	**5,395,623**	**5,457,129**	**5,321,638**	**5,444,076**
Ratio used/new	2.4	2.1	2.3	2.4	2.4	2.5	2.6	2.7

USED LIGHT COMMERCIAL VEHICLE REGISTRATIONS

In units	1980	1990	1999	2000	2001	2002	2003	2004
OVERALL TOTAL		**644,925**	**643,305**	**651,033**	**665,551**	**692,593**	**696,806**	**732,378**
Ratio used/new		1.6	1.7	1.6	1.5	1.7	1.8	1.8

REGISTRATIONS

NEW DIESEL PASSENGER CAR REGISTRATIONS BY MAKE

In units	1980	1990	1999	2000	2001	2002	2003	2004
Citroën	24,158	111,881	119,091	138,628	187,893	192,341	182,127	175,235
Peugeot	65,199	189,322	180,810	206,153	270,900	277,797	261,237	255,397
PSA Peugeot Citroën (1)	89,357	301,203	299,901	344,781	458,793	470,138	443,364	430,632
Renault	45,862	205,374	241,694	257,909	312,506	351,329	368,705	380,754
Total France (2)	**135,219**	**506,577**	**541,613**	**602,711**	**771,322**	**821,494**	**812,105**	**811,511**
Alfa Romeo	–	2,524	6,256	7,444	10,789	12,098	10,682	10,607
Audi	19,591	13,495	27,414	25,901	31,144	33,934	32,524	32,362
BMW/Mini	–	8,271	18,001	21,065	22,703	24,331	26,463	33,276
Chrysler/Jeep	–	–	4,300	4,161	3,775	6,582	7,226	6,844
Fiat-Lancia	10,352	33,913	34,495	38,337	41,271	33,561	29,071	23,645
Ford	1,833	56,331	59,133	58,896	59,563	64,624	63,856	74,578
Hyundai	–	–	3,696	5,510	7,598	12,195	15,018	20,832
Land Rover	–	2,980	5,223	5,656	4,907	4,606	5,204	5,364
Mazda	–	5,200	3,518	3,204	2,605	4,767	6,348	7,158
Mercedes	10,635	15,676	24,633	30,007	38,635	45,180	43,661	41,078
Mitsubishi	–	1,623	3,589	3,227	6,325	6,340	6,782	5,759
Nissan	694	4,982	11,150	15,533	16,734	19,038	23,124	22,946
Opel	6,178	28,218	57,662	63,726	72,536	72,893	73,346	74,147
Rover	–	4,419	8,526	7,480	5,221	4,014	3,695	3,416
Seat	–	14,367	23,224	27,861	30,029	28,340	26,508	26,019
Skoda	–	–	7,193	7,741	9,255	10,706	9,424	9,901
Suzuki	–	–	3,017	3,165	5,890	6,287	6,828	11,910
Toyota-Lexus	–	3,594	15,054	12,282	16,964	36,262	43,695	48,217
Volkswagen	–	50,975	77,782	89,487	99,789	95,263	92,264	98,330
Volvo	1,198	4,097	5,530	4,786	4,678	7,047	7,397	10,666
Total foreign (2)	**50,815**	**255,477**	**405,876**	**443,774**	**496,439**	**533,439**	**541,809**	**581,414**
OVERALL TOTAL	**186,034**	**762,054**	**947,489**	**1,046,485**	**1,267,761**	**1,354,933**	**1,353,914**	**1,392,925**
% diesel	9.9%	33.0%	44.1%	49.0%	56.2%	63.2%	67.4%	69.2%
French makes (%)	72.7%	66.5%	57.2%	57.6%	60.8%	60.6%	60.0%	58.3%
Foreign makes (%)	27.3%	33.5%	42.8%	42.4%	39.2%	39.4%	40.0%	41.7%

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

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

In units	1980	1990	1999	2000	2001	2002	2003	2004
Citroën	53,245	80,958	69,326	77,048	74,610	67,945	69,182	71,688
Peugeot	49,318	60,813	69,097	74,950	76,871	76,155	71,426	76,952
PSA Peugeot Citroën (1)	112,231	141,771	138,423	151,998	151,481	144,100	140,608	148,640
Renault	116,602	162,549	127,716	139,752	151,288	143,565	128,338	139,567
Other France	256	415	50	40	548	2,253	4,533	6,539
Total France	**229,089**	**304,735**	**266,189**	**291,790**	**303,317**	**289,918**	**273,479**	**294,746**
Fiat	8,326	10,139	23,203	25,253	26,894	22,637	14,569	12,880
Ford	9,099	16,080	19,243	18,110	18,900	13,990	16,328	16,837
Hyundai	–	–	189	588	834	653	858	1,377
Iveco	2,941	11,543	11,174	16,534	18,041	13,988	13,433	14,840
Land Rover	645	2,718	1,674	1,857	1,805	1,489	1,431	1,357
Mazda	579	1,067	730	916	934	625	356	454
Mercedes	5,495	11,156	20,172	23,139	24,058	21,148	17,926	19,231
Mitsubishi	–	–	3,279	3,392	963	818	1,228	1,487
Nissan	861	5,063	4,525	5,197	4,905	5,347	7,164	8,484
Opel	664	2,408	6,622	7,561	8,519	10,037	10,140	10,372
Toyota-Lexus	7,112	6,099	1,923	1,771	1,660	1,494	2,064	2,420
Volkswagen	8,091	9,673	12,205	13,819	13,056	11,327	8,916	9,627
Total foreign (2)	**48,798**	**89,060**	**109,230**	**123,176**	**130,555**	**115,001**	**108,140**	**113,704**
OVERALL TOTAL	**277,887**	**393,795**	**375,419**	**414,966**	**433,872**	**404,919**	**381,619**	**408,450**
French makes (%)	82.4%	77.4%	70.9%	70.3%	69.9%	71.6%	71.7%	72.2%
Foreign makes (%)	17.6%	22.6%	29.1%	29.7%	30.1%	28.4%	28.3%	27.8%

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

REGISTRATIONS

NEW PASSENGER CAR AND LIGHT COMMERCIAL VEHICLE REGISTRATIONS BY MAKE

In units	1980	1990	1999	2000	2001	2002	2003	2004
Citroën	324,228	347,780	304,665	338,556	369,992	356,495	340,637	328,393
Peugeot	342,779	559,294	459,128	472,497	543,425	507,833	450,653	440,176
PSA Peugeot Citroën	797,549	907,074	763,793	811,053	913,417	864,328	791,290	768,569
Renault	875,914	801,989	730,246	742,167	751,145	723,183	674,352	688,759
Total France	**1,673,775**	**1,709,624**	**1,494,153**	**1,553,323**	**1,665,178**	**1,589,829**	**1,470,259**	**1,464,418**
Fiat	61,473	138,961	127,179	121,236	113,635	92,038	70,511	61,163
Ford	77,525	175,655	167,950	135,171	127,352	114,077	108,006	118,468
Land Rover	882	6,329	9,430	9,427	8,413	7,092	7,035	7,001
Mercedes	19,925	39,761	61,090	66,528	76,127	77,843	69,316	68,418
Nissan	18,561	30,770	30,444	36,527	33,800	35,459	47,004	46,052
Opel	33,373	115,898	147,567	141,137	146,350	132,586	130,898	120,701
Rover	20,812	41,343	17,294	13,564	8,520	5,906	5,097	4,579
Seat	306	51,999	39,905	42,230	43,452	38,343	35,390	33,148
Toyota-Lexus	20,207	21,938	42,812	45,469	53,513	66,116	74,263	81,087
Volkswagen	83,818	165,644	170,552	166,687	174,663	149,139	128,234	133,772
Total foreign	**477,314**	**993,301**	**1,029,689**	**995,527**	**1,023,426**	**960,161**	**920,606**	**957,741**
OVERALL TOTAL	**2,151,089**	**2,702,925**	**2,523,842**	**2,548,850**	**2,688,604**	**2,549,990**	**2,390,865**	**2,422,159**
French makes (%)	77.8%	63.3%	59.2%	60.9%	61.9%	62.3%	61.5%	60.5%
Foreign makes (%)	22.2%	36.7%	40.8%	39.1%	38.1%	37.7%	38.5%	39.5%

NEW HEAVY TRUCK (OVER 5T) REGISTRATIONS BY MAKE

In units	1980	1990	1999	2000	2001	2002	2003	2004
Renault Trucks	17,984	20,453	19,774	20,818	21,104	20,174	17,116	17,696
Total France	**18,312**	**20,738**	**19,976**	**20,992**	**21,282**	**20,268**	**17,226**	**17,780**
DAF	1,881	3,460	3,849	4,365	5,431	5,123	4,969	5,046
Iveco	6,578	7,204	5,896	6,998	6,751	6,260	5,116	5,407
MAN	327	1,433	3,104	3,498	3,871	3,051	3,089	3,021
Mercedes	8,014	9,500	9,593	9,976	9,569	8,006	6,620	7,246
Scania	1,389	2,711	4,676	4,963	4,281	3,871	3,720	3,382
Volvo	3,724	4,647	6,317	6,739	6,152	4,496	4,468	4,976
Total foreign	**23,534**	**29,290**	**33,675**	**36,924**	**36,418**	**31,149**	**28,239**	**29,408**
OVERALL TOTAL	**41,846**	**50,028**	**53,651**	**57,916**	**57,700**	**51,417**	**45,465**	**47,188**
French makes (%)	43.8%	41.5%	37.2%	36.2%	36.9%	39.4%	37.9%	37.7%
Foreign makes (%)	56.2%	58.5%	62.8%	63.8%	63.1%	60.6%	62.1%	62.3%

USED HEAVY TRUCK (OVER 5T) REGISTRATIONS

In units	1980	1990	1999	2000	2001	2002	2003	2004
TOTAL	**–**	**–**	**–**	**59,056**	**58,577**	**57,174**	**58,141**	**72,714**
Ratio used/new	–	–	–	1.0	1.0	1.1	1.3	1.5

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

In units	1980	1990	1999	2000	2001	2002	2003	2004
Renault	2,126	1,692	1,661	1,633	–	–	–	–
Other France	107	255	429	367	–	–	–	–
Kässbohrer-Setra	479	392	236	261	–	–	–	–
Mercedes	554	245	668	602	–	–	–	–
OVERALL TOTAL	**3,558**	**3,160**	**4,435**	**4,320**	**–**	**–**	**–**	**–**
Irisbus Group (1)	–	–	–	–	2,744	2,641	2,525	2,341
Evobus Group (2)	–	–	–	–	882	925	750	700
Van Hool	57	250	283	230	258	229	186	263
Neoman Bus Group (3)	–	–	–	–	183	164	281	237
Ponticelli	–	–	–	–	159	212	152	190
Other	–	–	–	–	465	430	468	482
OVERALL TOTAL	**–**	**–**	**–**	**–**	**4,691**	**4,601**	**4,362**	**4,213**

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

PHYSICAL AND FINANCIAL DATA ON THE AUTOMOBILE MANUFACTURING INDUSTRY

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

AUTOMOBILE MANUFACTURING

	Unit	1980	1990	1999	2000	2001	2002	2003	2004 (1)
Physical data									
No. of employees	units	320,922	216,848	183,723	190,830	197,069	191,367	183,850	183,000
Production in France	thousands			3,181	3,348	3,628	3,702	3,620	3,666
Production/employee	**veh./pers.**			**17.3**	**17.5**	**18.4**	**19.3**	**19.7**	**20.0**
Financial data									
Net sales	€ millions	19,251	49,472	68,093	73,684	80,549	82,146	83,231	88,000
Export sales	€ millions	7,511	18,817	37,595	42,290	44,998	46,628	49,634	53,680
Exports as a % of total sales	**%**	**39.0%**	**38.0%**	**55.2%**	**57.4%**	**55.9%**	**56.8%**	**59.6%**	**61.0%**
Value added (VA) before tax	€ millions	5,883	10,650	12,913	13,282	13,246	14,148	13,528	14,520
Value added/sales	**%**	**30.6%**	**21.5%**	**19.0%**	**18.0%**	**16.4%**	**17.2%**	**16.3%**	**16.5%**
Value added/employee	€ thousands	18	49	70	70	67	74	74	79
Social security costs	€ millions	1,452	1,860	2,122	2,153	2,169	2,262	2,364	
Social security costs/employee	€ thousands	4.5	8.6	11.6	11.3	11.0	11.8	12.9	
Wages and salaries	€ millions	3,254	4,271	4,963	5,093	5,359	5,610	5,883	
Wages and salaries/employee	€ thousands	10.1	19.7	27.0	26.7	27.2	29.3	32.0	
Personnel costs	€ millions	4,706	6,132	7,086	7,246	7,528	7,871	8,247	
Personnel costs/employee	€ thousands	14.7	28.3	38.6	38.0	38.2	41.1	44.9	
Personnel costs/VA	%	80%	57.6%	54.9%	54.6%	56.8%	55.6%	61.0%	
Operating cash flow	€ millions	928	3,855	5,002	5,201	4,822	5,357	4,355	
Operating cash flow/VA	**%**	**15.8%**	**36.2%**	**38.7%**	**39.2%**	**36.4%**	**37.9%**	**32.2%**	
Interest expense	€ millions	484	1,170	1,062	1,178	1,816	1,396	1,089	
Interest expense/VA	%	8.2%	11.0%	8.2%	8.9%	13.7%	9.9%	8.0%	
Interest income	€ millions	207	1,095	1,418	2,508	2,766	1,840	1,482	
Interest income/VA	%	3.5%	10.3%	11.0%	18.9%	20.9%	13.0%	11.0%	
Net interest income (expense)	€ millions	–276	–74	356	1,330	951	444	393	
Net interest income (expense)/VA	%	–4.7%	–0.7%	2.8%	10.0%	7.2%	3.1%	2.9%	
Cash flow	€ millions	638	2,918	4,092	5,499	4,685	4,872	3,687	
Cash flow/VA	%	10.8%	27.4%	31.7%	41.4%	35.4%	34.4%	27.3%	
Net income	**€ millions**	**–26**	**969**	**450**	**2,851**	**1,294**	**489**	**167**	
Net income/sales	%	–0.1%	2.0%	0.7%	3.9%	1.6%	0.6%	0.2%	
Capital expenditure	€ millions	1,018	3,139	2,825	3,807	4,024	3,873	3,720	3,800
Capital expenditure/sales	**%**	**5.3%**	**6.3%**	**4.1%**	**5.2%**	**5.0%**	**4.7%**	**4.5%**	**4.3%**
Capital expenditure/VA	**%**	**17.3%**	**29.5%**	**21.9%**	**28.7%**	**30.4%**	**27.4%**	**27.5%**	**26.2%**

(1) CCFA estimates.
The series have been revised for 1998 to 2002.

Source: EAE data processed by SESSI.

PHYSICAL AND FINANCIAL DATA ON THE AUTOMOTIVE EQUIPMENT INDUSTRY

Physical and financial data in the table below are taken from surveys conducted every year of French companies (known as the EAE reports) in the automotive equipment manufacturing industry. In 1993, new French definitions of activities were adopted to bring them in line with those used by the European Union. A number of companies were reclassified in the metalworking, electrical equipment and furniture (car seat) industries, resulting in a statistical break in data. Companies classified in the "automotive equipment manufacturing" industry therefore do not account for all automotive industry suppliers, which also include manufacturers of electrical equipment for engines and vehicles, car seats, glass, tires, and automotive closures and springs (see page 43). In addition to these activities, the automotive manufacturing and automotive equipment manufacturing industries purchase a number of intermediate products (metals, rubber, plastics), services (consulting, research, advertising) and capital goods from other industries.

AUTOMOTIVE EQUIPMENT PRODUCTION

	Unité	1980	1990	1999	2000	2001	2002	2003	2004 (1)
Physical data									
No. of companies (> 20 employees)	unit	320	320	230	243	236	230	227	227
No. of employees	unit	143,347	112,963	90,043	94,171	94,483	96,319	92,606	92,000
Financial data									
Net sales	€ millions	5,637	14,452	15,986	17,766	18,978	19,597	20,026	20,800
Export sales	€ millions	1,301	4,018	7,140	7,512	7,835	8,045	8,169	8,944
Exports as a % of total sales	**%**	**23.1%**	**27.8%**	**44.7%**	**42.3%**	**41.3%**	**41.1%**	**40.8%**	**43.0%**
Value added (VA) before tax	€ millions	2,251	4,530	4,629	4,643	4,639	5,078	5,251	
Value added (VA)/net sales	**%**	**39.9%**	**31.3%**	**29.0%**	**26.1%**	**24.4%**	**25.9%**	**26.2%**	
Value added/employee	€ thousands	16	40	51	4	49	53	57	
Social security costs	€ millions	503	867	859	902	918	968	982	
Social security costs/employee	€ thousands	3.5	7.7	9.5	9.6	9.7	10.0	10.6	
Wages and salaries	€ millions	1,239	2,060	2,060	2,213	2,328	2,416	2,378	
Wages and salaries/employee	€ thousands	8.6	18.2	22.9	23.5	24.6	25.1	25.7	
Personnel costs	€ millions	1,742	2,926	2,919	3,115	3,247	3,384	3,360	
Personnel costs/employee	€ thousands	12.2	25.9	32.4	33.1	34.4	35.1	36.3	
Personnel costs/VA	%	77.4%	64.6%	63.1%	67.1%	70.0%	66.6%	64.0%	
Operating cash flow	€ millions	418	1,337	1,408	1,206	1,062	1,351	1,553	
Operating cash flow/VA	**%**	**18.6%**	**29.5%**	**30.4%**	**26.0%**	**22.9%**	**26.6%**	**29.6%**	
Interest expense	€ millions	186	387	248	440	567	313	272	
Interest expense/VA	%	8.2%	8.5%	5.4%	9.5%	12.2%	6.2%	5.2%	
Interest income	€ millions	36	213	553	337	694	173	167	
Interest income/VA	%	1.6%	4.7%	11.9%	7.3%	15.0%	3.4%	3.2%	
Net interest income (expense)	€ millions	–150	–174	305	–103	127	–140	–105	
Net interest income (expense)/VA	%	–6.7%	–3.8%	6.6%	–2.2%	2.7%	–2.8%	–2.0%	
Cash flow	€ millions	237	883	1,209	889	825	903	1,162	
Cash flow/VA	%	10.5%	19.5%	26.1%	19.2%	17.8%	17.8%	22.1%	
Net income	**€ millions**	**54**	**400**	**480**	**–92**	**259**	**39**	**252**	
Net income/sales	%	1.0%	2.8%	3.0%	–0.5%	1.4%	0.2%	1.3%	
Capital expenditure	€ millions	328	899	879	1,024	1,019	866	665	
Capital expenditure/sales	**%**	**5.8%**	**6.2%**	**5.5%**	**5.8%**	**5.4%**	**4.4%**	**3.3%**	
Capital expenditure/VA	**%**	**14.6%**	**19.8%**	**19.0%**	**22.0%**	**22.0%**	**17.1%**	**12.7%**	

(1) FIEV estimates.
The series have been revised for 1999 to 2002.

VEHICLE OWNERSHIP

DENSITY (INTERNATIONAL COMPARISONS)

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

	1985	1995	2000	2004
European Union (1)	380	473	533	576
Germany	450	529	553	589
Belgium	363	463	504	530
Spain	276	430	508	577
France	**446**	**520**	**560**	**594**
Italy	412	541	616	670
United Kingdom	379	474	527	564
Sweden	400	445	481	507
Poland	117	229	286	353
Turkey	27	65	84	93
Canada	559	562	573	587
United States	708	759	774	803
South Korea	25	177	240	306
Japan	375	527	566	581
Argentina	173	167	180	184
Brazil	86	89	110	120
China	3	8	11	18
India	3	6	7	9

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

TOTAL VEHICLES IN USE (JANUARY 1, 2005)

In thousands	All fuels	o/w diesel
Passenger cars		
Up to 5 hp	12,040	5,111
6 hp to 10 hp	16,519	8,141
11 hp and over	1,341	337
Total passenger cars	**29,900**	**13,590**
Light commercial vehicles (LCV)		
Less than 2.5t	3,801	2,832
2.5t to 3.5t	1,687	1,631
3.6t to 5t	12	11
Total light commercial vehicles up to 5t	**5,500**	**4,473**
Total passenger cars and light commercial vehicles	**35,400**	**18,063**
Industrial vehicles over 5t		
Trucks		
5t to less than 12t (all diesel)	91	91
12t to less than 16t (all diesel)	62	62
16t to less than 20t (all diesel)	121	121
20t and over (all diesel)	68	68
Total trucks (all diesel)	**342**	**342**
Road tractors (all diesel)	215	215
Coaches and buses	82	80
Total industrial vehicles over 5t	**639**	**637**
Total commercial vehicles all sizes	**6,139**	**5,111**
Total vehicles	**36,039**	**18,700**

Source: CCFA estimates.

VEHICLE OWNERSHIP

	Unit	1980	1990	1999	2000	2001	2002	2003	2004
Households without a vehicle	%	29.2	23.2	19.8	19.7	19.8	19.8	20.3	19.5
Households with a vehicle	%	70.8	76.8	80.2	80.3	80.2	80.2	79.7	80.5
% with one vehicle	%	54.3	50.5	51.1	50.7	50.0	49.4	47.5	46.8
% with two vehicles	%	14.8	23.0	25.0	25.4	25.6	26.0	27.0	28.4
% with three or more vehicles	%	1.7	3.3	4.1	4.2	4.6	4.9	5.2	5.3
Average age of vehicle	years		5.90	7.09	7.25	7.31	7.30	7.43	7.55
Average ownership period	years		3.66	4.38	4.43	4.33	4.46	4.55	4.64
% used passenger cars	%		50.0	55.6	56.1	57.4	58.2	58.9	59.7
Total average kilometers	km	12,200	13,041	13,810	13,560	14,550	13,490	13,069	12,843
Average kilometers, gasoline	km	11,600	11,651	11,160	10,780	11,120	10,670	10,128	9,710
Average kilometers, diesel	km	26,200	20,950	18,970	18,140	19,830	17,640	17,095	16,758
Domestic passenger road transportation									
By passenger car	billion pass.km	452.5	585.6	699.6	699.6	727.6	733.5	738.6	736.9
By coach and bus	billion pass.km	36.0	41.3	41.6	43.0	41.3	42.2	42.7	44.0
Total transportation	billion pass.km	586.9	712.2	832.7	838.5	865.4	873.9	877.4	880.3
% road transportation	%	83.2	88.0	89.0	88.6	88.8	88.8	89.0	88.7
Annual change									
By passenger car	%	–	+2.6	+3.1	+0.0	+4.0	+0.8	+0.7	–0.2
By coach and bus	%	–	+2.7	–0.2	+3.4	–4.0	+2.2	+1.2	+3.0

Source: Sofres, calculations by Inrets-Ademe, INSEE and SESP.

VEHICLES IN USE AS OF JANUARY 1

In thousands	1980	1985	1990	1995	2000	2002	2003	2004	2005
Passenger cars									
Up to 5 hp	5,090	6,645	8,312	9,367	10,572	11,397	11,651	11,883	12,040
6 hp to 10 hp	11,460	12,525	13,385	14,298	15,723	16,077	16,251	16,381	16,519
Over 10 hp	1,890	1,630	1,313	1,235	1,186	1,226	1,258	1,297	1,341
Total passenger cars	**18,440**	**20,800**	**23,010**	**24,900**	**27,480**	**28,700**	**29,160**	**29,560**	**29,900**
o/w diesel	730	1,660	3,265	6,306	9,261	10,889	11,822	12,729	13,590
Commercial vehicles									
Up to 3.5t	1,985	2,754	4,125	4,513	4,974	5,249	5,339	5,418	5,489
3.5t to 5t	103	17	20	17	12	12	12	12	12
5t to 20t	250	307	334	308	287	285	282	280	274
20t and over	26	33	41	43	46	51	55	62	68
Road tractors	129	137	160	181	210	220	216	214	215
Total commercial vehicles	**2,493**	**3,248**	**4,680**	**5,062**	**5,529**	**5,816**	**5,903**	**5,986**	**6,057**
o/w diesel	976	1,298	2,342	3,467	4,202	4,606	4,757	4,898	5,030
Coaches and buses	**57**	**62**	**68**	**78**	**80**	**81**	**81**	**82**	**82**
OVERALL TOTAL	**20,990**	**24,110**	**27,758**	**30,040**	**33,090**	**34,597**	**35,144**	**35,628**	**36,039**
o/w diesel	1,763	3,020	5,675	9,851	13,543	15,575	16,659	17,707	18,700

FUEL, AUTOMOTIVE TAXES AND EMISSIONS

MOTOR FUEL CONSUMPTION, PRICES AND TAXES

Fuel consumption	Unit	1980	1990	1999	2000	2001	2002	2003	2004
Regular gasoline	millions of liters	4,216	959						
Premium leaded – AVSR (anti-valve seat recession additive)	millions of liters	20,007	19,911	5,617	3,924	2,870	2,100	1,492	1,072
Premium unleaded	millions of liters		3,406	13,530	14,329	15,103	15,249	14,762	14,392
Total gasoline	**millions of liters**	**24,223**	**24,276**	**19,147**	**18,253**	**17,973**	**17,349**	**16,254**	**15,463**
Diesel	millions of liters	11,415	20,664	31,559	32,373	33,945	35,113	35,599	36,405
Total motor fuel	**millions of liters**	**35,638**	**44,940**	**50,705**	**50,627**	**51,918**	**52,462**	**51,853**	**51,868**

Source: CPDP.

Retail fuel prices (annual average)	Unit	1980	1990	1999	2000	2001	2002	2003	2004
Regular gasoline	euros/liter	**0.49**	**0.80**	**–**	**–**	**–**	**–**	**–**	**–**
Tax in %	%	57	73	–	–	–	–	–	–
Premium leaded – AVSR	euros/liter	**0.52**	**0.81**	**1.00**	**1.17**	**1.12**	**1.10**	**1.10**	**1.14**
Tax in %	%	57	74	81	71	72	74	75	72
Premium unleaded 98 octane	euros/liter	–	**0.79**	**0.96**	**1.11**	**1.06**	**1.04**	**1.04**	**1.08**
Tax in %	%	–	71	78	69	70	72	73	71
Gasoline	euros/liter	**0.52**	**0.81**	**0.98**	**1.12**	**1.07**	**1.04**	**1.04**	**1.09**
Tax in %	%	57	74	79	69	71	73	73	71
Diesel	euros/liter	**0.37**	**0.54**	**0.69**	**0.85**	**0.80**	**0.77**	**0.79**	**0.88**
Tax in %	%	46	61	72	62	63	66	66	63

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

AUTOMOBILE FLEET EMISSIONS IN MAINLAND FRANCE, 1990 TO 2004

In thousands of tonnes	1990	1993	1996	2000	2001	2002	2003	2004 (1)	% change 2004/1990	% change 2004/2003
Regulated pollutants										
SO_2	140	154	98	22	23	24	24	24	– 83%	ND
CO	6,260	5,617	4,209	2,780	2,589	2,266	2,031	1,843	–71%	–19%
NOx	1,093	1,090	935	732	695	641	586	548	–50%	–14%
NMVOC	1,051	976	726	493	441	382	333	291	–72%	–24%
Lead	3,887	1,497	976	7	0	0	0	0	–100%	–
PM10 particulates	73	87	85	69	68	65	63	61	–17%	–6%
Other emissions										
CO_2 in millions of tonnes	109	116	119	126	129	130	129	**130**	19%	–0%

(1) 2004 estimates.

Source: Citepa/Secten data: updated February 2005.

FRENCH AND WORLD CO_2 EMISSIONS

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

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

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

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

Source: http://earthtrends.wri.org.

CO_2 EMISSIONS IN METROPOLITAN FRANCE BY SEGMENT

In millions of tonnes of CO_2	1980	1990	1999	2000	2001	2002	2003	2004
Power production	152	72	69	68	61	66	68	63
Industry	150	115	106	106	105	101	99	99
Residential/Commercial	138	114	120	114	125	111	119	121
Transportation	93.1	116.7	134.3	134.3	137.3	138.5	137	138
of which road	**85**	**109**	**126**	**126**	**129**	**130**	**129**	**130**
of which other transportation	8.1	7.7	8.5	8.3	8.3	8.5	8	8
Agriculture	57	72	72	76	71	69	71	71
TOTAL WITH HEAT SINKS	**467**	**361**	**358**	**357**	**354**	**339**	**346**	**344**

Source: Citepa/Coralie/Secten format, February 2005.

AVERAGE CO_2 EMISSIONS OF NEW CARS IN FRANCE AND EUROPE

In grams of CO_2 per kilometer	1995	1998	1999	2000	2001	2002	2003	2004
France								
Gasoline	177	172	171	168	164	164	163	163
Diesel	175	169	161	155	154	152	151	150
TOTAL	**176**	**171**	**166**	**162**	**156**	**155**	**155**	**154**
European Union (15 countries)								
TOTAL	**186**	**180**	**176**	**172**	**167**	**166**	**164**	**ND**

Source: ADEME, April 2005, and European Commission, June 2005.

AUTOMOTIVE TAXES AND FOREIGN TRADE

AUTOMOTIVE TAXES AND DUTIES

In e millions	1980	1990	1999	2000	2001	2002	2003	2004
Tax on road-use oil products (including VAT)	9,078	21,335	29,450	30,630	30,557	30,111	30,341	31,531
Automobile insurance tax	478	2,780	3,350	3,429	3,543	3,769	4,083	4,025
Tax on automobile registration certificates	157	846	1,313	1,373	1,413	1,503	1,427	1,309
Road tax	866	1,901	2,065	539	249	205	148	124
Tax on company cars	199	345	551	644	701	756	827	855
Tax based on number of axles	59	75	127	223	226	227	184	181
Fixed rate police and traffic fines, sentence fines	154	317	707	720	726	485	810	1,076
Driver's license tax	88	86	4	4	4	4	4	–
Regional development tax	0	0	381	442	448	470	479	494
Government royalty	–	30	129	132	137	145	143	149
TOTAL	**11,079**	**27,716**	**38,078**	**38,136**	**38,004**	**37,675**	**38,446**	**39,744**
VAT on spending to acquire and use vehicles	–	–	15,300 (1998)	–	–	–	–	–
Highway tolls (including VAT)	610	2,592	5,168	5,330	6,147	6,626	6,973	7,296

Source: Internal Revenue, CCFA, URF, Transportation Satellite Account (SESP), French National Transportation Accounting Commission (CCTN).

AUTOMOTIVE IMPORTS AND EXPORTS IN VALUE

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

In e millions and % change	New cars		New light commercial vehicles		New coaches, buses and trucks		Parts and engines		Total new cars and commercial vehicles		Used vehicles		Total	
Exports (FOB)														
1986	7,286		701		658		6,560		15,204		129		15,333	
1990	10,818	6%	846	–6%	988	7%	9,919	10%	22,571	7%	490	67%	23,060	8%
1995	11,343	–1%	769	9%	2,609	94%	11,357	2%	26,078	5%	441	32%	26,519	6%
2000	19,828	12%	2,146	32%	2,328	34%	18,213	11%	42,515	14%	1,125	–6%	43,640	13%
2003	**25,724**	**1%**	**2,196**	**8%**	**2,233**	**5%**	**17,121**	**3%**	**47,274**	**2%**	**1,420**	**9%**	**48,693**	**2%**
2004	**27,438**	**7%**	**2,844**	**30%**	**2,798**	**25%**	**19,362**	**13%**	**52,443**	**11%**	**1,575**	**11%**	**54,018**	**11%**
Imports (CIF)														
1986	5,534		871		1,115		3,520		11,040		284		11,323	
1990	9,813	7%	1,467	3%	1,564	–9%	5,596	1%	18,439	3%	638	21%	19,077	3%
1995	10,838	4%	1,189	2%	2,903	75%	6,687	13%	21,616	12%	349	28%	21,965	13%
2000	16,961	14%	1,997	9%	2,695	26%	11,024	11%	32,678	14%	959	–8%	33,637	13%
2003	**18,177**	**1%**	**2,400**	**–5%**	**2,618**	**–2%**	**13,077**	**5%**	**36,272**	**2%**	**609**	**–1%**	**36,882**	**2%**
2004	**19,846**	**9%**	**2,660**	**11%**	**3,094**	**18%**	**15,039**	**15%**	**40,639**	**12%**	**646**	**6%**	**41,285**	**12%**
Balance (exp. – imp.)														
1986	+1,752		–170		–457		+3,040		+4,165		–155		+4,010	
1990	+1,005		–621		–576		+4,323		+4,131		–148		+3,983	
1995	+505		–420		–293		+4,670		+4,462		+92		+4,554	
2000	+2,867		+149		–367		+7,189		+9,837		+166		+10,003	
2003	**+7,547**		**–205**		**–385**		**+4,044**		**+11,001**		**+811**		**+11,812**	
2004	**+7,593**		**+185**		**–296**		**+4,323**		**+11,804**		**+929**		**+12,733**	
Coverage rate (exp./imp. x 100)														
1986	132		80		59		186		138		45		135	
1990	110		58		63		177		122		77		121	
1995	105		65		90		170		121		126		121	
2000	117		107		86		165		130		117		130	
2003	**142**		**91**		**85**		**131**		**130**		**233**		**132**	
2004	**138**		**107**		**90**		**129**		**129**		**244**		**131**	

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

USEFUL ADDRESSES

FRENCH AUTOMOTIVE MANUFACTURERS

PSA Peugeot Citroën

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

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

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

Renault
13-15, quai Le Gallo - 92153 Boulogne-Billancourt Cedex
Tel.: +33 (0)1 76 84 04 04

Renault Communication
1967, rue du Vieux-Pont-de-Sèvres
92109 Boulogne-Billancourt Cedex
Tel.: +33 (0)1 76 84 34 34
www.renault.com

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

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

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

AUTOMOBILE TRADE ORGANIZATIONS IN FRANCE

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

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

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

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

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

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

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

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

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

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

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

INTERNATIONAL AUTOMOBILE ORGANIZATIONS

European Automobile Manufacturers Association (ACEA)
211, rue du Noyer - 1000 Bruxelles (Belgique)
Tel.: +32 2 732 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

AUTOMOBILE ASSOCIATIONS IN FRANCE

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

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

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

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

COMITÉ DES CONSTRUCTEURS FRANÇAIS D'AUTOMOBILES

Comité des Constructeurs Français d'Automobiles (CCFA) is the French automobile manufacturers' trade association. It has seven members: Alpine, Automobiles Citroën, Heuliez, Panhard, Automobiles Peugeot, Renault and Renault Trucks. Its mission is to study and defend the business and industrial interests–excluding labor issues–of all French automobile manufacturers at both the national and international levels.
CCFA's activities encompass information, analysis and communication for its members as well as for government agencies, public officials, the media and the general public.
Other sectors of the automotive industry–parts and equipment manufacturers, dealers, body manufacturers, etc.–have their own trade associations (FIEV, CNPA, Fédération des Industries Mécaniques, Fédération de la Plasturgie, etc.).
Foreign manufacturers are represented by their own association (CSIAM).
CCFA is associated with the Brussels-based ACEA, the European Automobile Manufacturers Association. It is also a member of OICA, the International Organization of Motor Vehicle Manufacturers, which brings together national associations representing the industry from around the world.

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In partnership with three other organizations representing the main participants in the French automotive industry (CNPA, FIEV, SIA), CCFA deployed the "Galaxie" program, which used communication media such as forums, videos and brochures to publicize career opportunities for the young in the industry (brochure available on request from CCFA or www.ccfa.fr).

This brochure was produced by CCFA 2, rue de Presbourg, 75008 Paris, France
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Design and printing: Agence Synelog – Photo credits: Peugeot, Citroën, Renault, Renault Trucks, Getty Images


2006
PARIS
MONDIAL DE
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