

AID NEWSLETTER

EUROPE'S LEADING AUTOMOTIVE INDUSTRY NEWS JOURNAL

21. September 2016 | EDITION 1617 | Annual subscription price: £534 | €638 + p&p | \$710 + p&p

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US CAR SALES Never in US history have Light-Trucks captured a higher sales share **15 - 18**

EUROPE CAR SALES Rise in August car sales eases fears of autumn sales chill **5**

HEAVY TRUCKS Volkswagen Navistar stake move will boost truck business **9 - 10**

WESTERN EUROPE | PLUG-IN HYBRIDS

Europeans are turning to PHEVs

PHEV Plug-in hybrids - a growing segment typified by Mitsubishi's sector-leading Outlander PHEV - are winning the battle for Europe's green-thinking new car buyers.

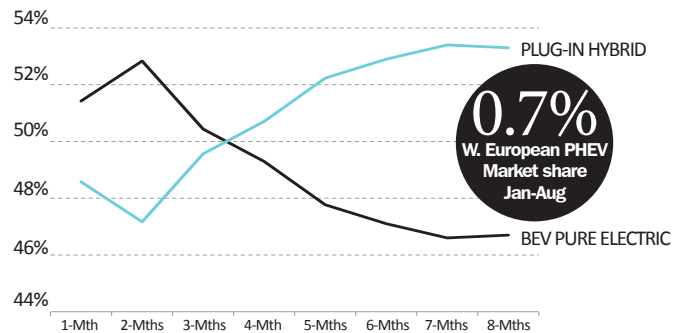
Exclusively compiled AID figures for July reveal that since April this year PHEVs have consistently and progressively outsold pure electric cars and since then the gap has continued to widen. Drawing attention to the intensifying switch from pure electric cars to PHEVs, the latest state of play shows that during the seven months to July this year PHEVs have already captured almost 54 per cent of West Europe's overall plug-in market. It means that for the fourth successive month in a row, pure electric cars such as Renault's ZOE and Nissan's Leaf were left with less than half of West Europe's overall plug-in market.

Hard evidence that PHEVs, rather than Battery-powered Electric Vehicles (BEVs) are winning the battle for Europe's green-thinking consumers comes from AID's latest West European car sales numbers. While

WESTERN EUROPE | PLUG-IN MARKET

PLUG-IN SPLIT
2016 YTD SALES

AID Graph 16/119



Source | AID research



COUNTRIES

W-Europe	1, 2, 3, 4, 5, 6, 7, 8, 11
Austria/Belgium	2, 6
Brazil	11
Bulgaria	6
Canada	10
China	8, 9, 11, 12
Czech-Republic/Croatia/Cyprus/Iceland	6
Denmark/Eire	2, 6
Estonia/Latvia/Lithuania	6
Finland	2, 6
France	2, 4, 5, 6
Germany	2, 4 - 6, 8, 9, 11 - 15, 18 - 20
Hungary/Poland	6
India	8
Italy/Switzerland/Greece	2, 5, 6
Japan	7, 14
Luxembourg	6
Mexico	10
Netherlands	2, 3, 5, 6
Norway	2, 3, 4, 6
Portugal	2, 6
Romania/Slovenia	6
Slovakia	6, 9
South Korea	7, 14, 15
Spain	2, 6
Sweden	2, 4, 6
UK	2, 4, 5, 6, 8, 9
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GERMANY AUGUST CAR SALES Germany's car sales rise 8.3% in August helped by extra working days	12 - 15
NEW PRODUCT PORSCHE 718 Reworked Boxster/Cayman hits road with new 718 name and just 4-cylinders	18 - 20

COMPANIES

Alfa Romeo	7, 14	Land Rover	8, 14, 17
Audi	7, 13, 14	Lexus	7, 14, 15
Bentley	7, 14	Mack	10
Bernstein Research	9	MAN	9, 10
BMW	7, 14, 17, 18	Mazda	7, 14, 17
Chevrolet	7, 14, 16, 17	Mercedes	7, 14, 17, 18
Chrysler	7, 14, 17	Mini	7, 14
Citi Equity Research	8, 9, 10	Mitsubishi	7, 14, 17
Citroën	7, 14	Morgan Stanley	8
Dacia	7, 8, 14	Navistar	9, 10
Daimler	7, 10, 14	Nissan	1, 7, 14, 17
Dodge	17	Paccar	10
DS	7, 14	Peterbilt	10
Evercore ISI	10	Porsche	7, 14, 16, 18, 19, 20
Fiat	7, 8, 14, 16	PSA Peugeot	7, 8, 14
FCA Fiat-Chrysler	7, 14, 16, 17	Renault	1, 7, 8, 14
Fitch Rating	9	Scania	9, 10
Ford	7, 16, 17	SEAT	7, 14, 16
Freightliner	10, 14	Škoda	7, 13, 14
GM	7, 14, 17	Smart	7, 14
GM Opel/Vauxhall	7, 13, 14	Subaru	7, 14, 17
Honda	7, 14, 15, 17	Suzuki	7, 14
Hyundai-Kia	7, 14, 15, 16, 17	Tata	7, 8, 14
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Jaguar	7, 8, 14, 17	Toyota	7, 14, 15, 16
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AUTOMOTIVE INDUSTRY DATA NEWSLETTER

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