



## NEW PC REGISTRATIONS BY SEGMENT ΤΑΞΙΝΟΜΗΣΕΙΣ ΕΠΙΒΑΤΙΚΩΝ ΚΑΤΑ ΚΑΤΗΓΟΡΙΑ

MARCH '02

YTD

|                  |                | MARCH '02   |              | YTD | MARCH '02   |              |
|------------------|----------------|-------------|--------------|-----|-------------|--------------|
| Segment:         |                | TOTAL       | Market Share |     | TOTAL       | Market Share |
| <b>4X4 - ATV</b> |                | <b>3158</b> | <b>4.4%</b>  |     | <b>1018</b> | <b>4.4%</b>  |
| Make:            | Range:         | Volume:     | %            |     | Volume:     | %            |
| KIA MOTORS       | SPORTAGE       | 606         | 19.19%       |     | 158         | 15.5%        |
| SUZUKI           | JIMNY          | 584         | 18.49%       |     | 188         | 18.5%        |
| SUZUKI           | GRAND VITARA   | 471         | 14.91%       |     | 128         | 12.6%        |
| CHRYSLER         | CHEROKEE       | 410         | 12.98%       |     | 154         | 15.1%        |
| MITSUBISHI       | PAJERO         | 290         | 9.18%        |     | 76          | 7.5%         |
| LADA             | NIVA           | 253         | 8.01%        |     | 91          | 8.9%         |
| SUZUKI           | VITARA         | 180         | 5.70%        |     | 46          | 4.5%         |
| NISSAN           | TERRANO        | 89          | 2.82%        |     | 84          | 8.3%         |
| MERCEDES         | ML-SERIES      | 44          | 1.39%        |     | 19          | 1.9%         |
| TOYOTA           | LAND CRUISER   | 41          | 1.30%        |     | 12          | 1.2%         |
| CHRYSLER         | GRAND CHEROKEE | 34          | 1.08%        |     | 9           | 0.9%         |
| B.M.W.           | X-SERIES       | 33          | 1.04%        |     | 7           | 0.7%         |
| GM               | BLAZER         | 31          | 0.98%        |     | 15          | 1.5%         |
| SUZUKI           | SAMURAI        | 26          | 0.82%        |     | 8           | 0.8%         |
| CHRYSLER         | WRANGLER       | 25          | 0.79%        |     | 10          | 1.0%         |
| LEXUS            | RX 300         | 9           | 0.28%        |     | 5           | 0.5%         |
| OPEL             | FRONTERA       | 8           | 0.25%        |     |             |              |
| LAND ROVER       | RANGE ROVER    | 6           | 0.19%        |     | 3           | 0.3%         |
| DAEWOO           | KORANDO        | 6           | 0.19%        |     | 1           | 0.1%         |
| LAND ROVER       | LAND ROVER     | 5           | 0.16%        |     | 2           | 0.2%         |
| GM               | TAHOE          | 2           | 0.06%        |     | 1           | 0.1%         |
| LAND ROVER       | DISCOVERY      | 2           | 0.06%        |     |             |              |
| ISUZU            | TROOPER        | 2           | 0.06%        |     | 1           | 0.1%         |
| DAEWOO           | MUSSO          | 1           | 0.03%        |     |             |              |

  

|                  |            | MARCH '02   |              | YTD | MARCH '02  |              |
|------------------|------------|-------------|--------------|-----|------------|--------------|
| Segment:         |            | TOTAL       | Market Share |     | TOTAL      | Market Share |
| <b>4X4 - SUV</b> |            | <b>2156</b> | <b>3.0%</b>  |     | <b>635</b> | <b>2.7%</b>  |
| Make:            | Range:     | Volume:     | %            |     | Volume:    | %            |
| TOYOTA           | RAV4       | 848         | 39.33%       |     | 206        | 32.4%        |
| NISSAN           | X-TRAIL    | 358         | 16.60%       |     | 89         | 14.0%        |
| DAIHATSU         | TERIOS     | 251         | 11.64%       |     | 84         | 13.2%        |
| HONDA            | HR-V       | 237         | 10.99%       |     | 81         | 12.8%        |
| LAND ROVER       | FREELANDER | 175         | 8.12%        |     | 52         | 8.2%         |
| HYUNDAI          | SANTAFE    | 147         | 6.82%        |     | 66         | 10.4%        |
| MAZDA            | TRIBUTE    | 99          | 4.59%        |     | 29         | 4.6%         |
| HONDA            | CR-V       | 18          | 0.83%        |     | 7          | 1.1%         |
| FORD             | ESCAPE     | 15          | 0.70%        |     | 15         | 2.4%         |
| FORD             | MAVERICK   | 8           | 0.37%        |     | 6          | 0.9%         |

  

|          |          | MARCH '02   |              | YTD | MARCH '02   |              |
|----------|----------|-------------|--------------|-----|-------------|--------------|
| Segment: |          | TOTAL       | Market Share |     | TOTAL       | Market Share |
| <b>A</b> |          | <b>6102</b> | <b>8.5%</b>  |     | <b>2217</b> | <b>9.5%</b>  |
| Make:    | Range:   | Volume:     | %            |     | Volume:     | %            |
| HYUNDAI  | ATOS     | 2320        | 38.02%       |     | 862         | 38.9%        |
| FIAT     | SEICENTO | 1206        | 19.76%       |     | 467         | 21.1%        |





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MARCH '02

YTD

|             |         |     |        |     |       |
|-------------|---------|-----|--------|-----|-------|
| DAEWOO      | MATIZ   | 871 | 14.27% | 261 | 11.8% |
| RENAULT     | TWINGO  | 448 | 7.34%  | 235 | 10.6% |
| SUZUKI      | WAGON R | 418 | 6.85%  | 116 | 5.2%  |
| SMART       | SMART   | 317 | 5.20%  | 113 | 5.1%  |
| OPEL        | AGILA   | 306 | 5.01%  | 106 | 4.8%  |
| FORD        | KA      | 88  | 1.44%  | 23  | 1.0%  |
| SUZUKI      | ALTO    | 50  | 0.82%  | 14  | 0.6%  |
| SEAT        | AROSA   | 38  | 0.62%  | 8   | 0.4%  |
| FIAT        | PANDA   | 25  | 0.41%  | 9   | 0.4%  |
| VOLKS WAGEN | LUPO    | 15  | 0.25%  | 3   | 0.1%  |

|             |         | MARCH '02 |              | YTD     |              | MARCH '02 |              |
|-------------|---------|-----------|--------------|---------|--------------|-----------|--------------|
| Segment:    |         | TOTAL     | Market Share | TOTAL   | Market Share | TOTAL     | Market Share |
| <b>B</b>    |         | 18850     | 26.3%        | 6486    | 27.8%        |           |              |
| Make:       | Range:  | Volume:   | %            | Volume: | %            |           |              |
| CITROEN     | SAXO    | 2563      | 13.60%       | 932     | 14.4%        |           |              |
| FIAT        | PUNTO   | 2377      | 12.61%       | 855     | 13.2%        |           |              |
| SEAT        | IBIZA   | 2092      | 11.10%       | 805     | 12.4%        |           |              |
| OPEL        | CORSA   | 1993      | 10.57%       | 753     | 11.6%        |           |              |
| PEUGEOT     | 206     | 1946      | 10.32%       | 634     | 9.8%         |           |              |
| TOYOTA      | YARIS   | 1843      | 9.78%        | 576     | 8.9%         |           |              |
| RENAULT     | CLIO    | 1318      | 6.99%        | 373     | 5.8%         |           |              |
| SKODA       | FABIA   | 1247      | 6.62%        | 312     | 4.8%         |           |              |
| VOLKS WAGEN | POLO    | 1007      | 5.34%        | 496     | 7.6%         |           |              |
| PEUGEOT     | 106     | 637       | 3.38%        | 176     | 2.7%         |           |              |
| NISSAN      | MICRA   | 607       | 3.22%        | 209     | 3.2%         |           |              |
| SUZUKI      | IGNIS   | 556       | 2.95%        | 170     | 2.6%         |           |              |
| LANCIA      | Y       | 219       | 1.16%        | 61      | 0.9%         |           |              |
| FORD        | FIESTA  | 106       | 0.56%        | 37      | 0.6%         |           |              |
| MINI        | MINI    | 96        | 0.51%        | 35      | 0.5%         |           |              |
| MITSUBISHI  | COLT    | 90        | 0.48%        | 22      | 0.3%         |           |              |
| SUZUKI      | SWIFT   | 66        | 0.35%        | 18      | 0.3%         |           |              |
| DAIHATSU    | YRV     | 41        | 0.22%        | 14      | 0.2%         |           |              |
| RENAULT     | THALIA  | 21        | 0.11%        |         |              |           |              |
| DAIHATSU    | SIRION  | 12        | 0.06%        | 2       | 0.0%         |           |              |
| MAZDA       | DEMIO   | 10        | 0.05%        | 4       | 0.1%         |           |              |
| TOYOTA      | PRIUS   | 2         | 0.01%        | 2       | 0.0%         |           |              |
| TOYOTA      | STARLET | 1         | 0.01%        |         |              |           |              |

|             |         | MARCH '02 |              | YTD     |              | MARCH '02 |              |
|-------------|---------|-----------|--------------|---------|--------------|-----------|--------------|
| Segment:    |         | TOTAL     | Market Share | TOTAL   | Market Share | TOTAL     | Market Share |
| <b>C</b>    |         | 26520     | 37.0%        | 8125    | 34.8%        |           |              |
| Make:       | Range:  | Volume:   | %            | Volume: | %            |           |              |
| HYUNDAI     | ACCENT  | 3575      | 13.48%       | 1058    | 13.0%        |           |              |
| PEUGEOT     | 307     | 3020      | 11.39%       | 814     | 10.0%        |           |              |
| FORD        | FOCUS   | 2519      | 9.50%        | 857     | 10.5%        |           |              |
| OPEL        | ASTRA   | 2296      | 8.66%        | 784     | 9.6%         |           |              |
| VOLKS WAGEN | GOLF    | 2179      | 8.22%        | 670     | 8.2%         |           |              |
| CITROEN     | XSARA   | 2074      | 7.82%        | 335     | 4.1%         |           |              |
| TOYOTA      | COROLLA | 2066      | 7.79%        | 718     | 8.8%         |           |              |
| NISSAN      | ALMERA  | 1832      | 6.91%        | 649     | 8.0%         |           |              |
| FIAT        | STILO   | 1150      | 4.34%        | 430     | 5.3%         |           |              |





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MARCH '02

YTD

|             |            |     |       |     |      |
|-------------|------------|-----|-------|-----|------|
| DAEWOO      | LANOS      | 970 | 3.66% | 268 | 3.3% |
| SEAT        | CORDOBA    | 951 | 3.59% | 222 | 2.7% |
| RENAULT     | MEGANE     | 702 | 2.65% | 343 | 4.2% |
| SEAT        | LEON       | 642 | 2.42% | 218 | 2.7% |
| ALFA ROMEO  | 147        | 552 | 2.08% | 175 | 2.2% |
| HONDA       | CIVIC      | 510 | 1.92% | 167 | 2.1% |
| KIA MOTORS  | RIO        | 391 | 1.47% | 75  | 0.9% |
| VOLKS WAGEN | BORA       | 369 | 1.39% | 128 | 1.6% |
| AUDI        | A3         | 253 | 0.95% | 83  | 1.0% |
| SUZUKI      | LIANA      | 153 | 0.58% | 53  | 0.7% |
| KIA MOTORS  | SEPHIA     | 116 | 0.44% | 24  | 0.3% |
| ROVER       | 25-SERIES  | 59  | 0.22% | 11  | 0.1% |
| MAZDA       | 323        | 43  | 0.16% | 11  | 0.1% |
| VOLKS WAGEN | NEW BEETLE | 40  | 0.15% | 13  | 0.2% |
| ROVER       | MG         | 16  | 0.06% | 10  | 0.1% |
| LADA        | 112        | 14  | 0.05% | 5   | 0.1% |
| LADA        | 110        | 13  | 0.05% | 3   | 0.0% |
| SUZUKI      | BALENO     | 11  | 0.04% | 1   | 0.0% |
| KIA MOTORS  | SHUMA      | 1   | 0.00% |     |      |
| LADA        | LIBRA      | 1   | 0.00% |     |      |
| ROVER       | 200 SERIES | 1   | 0.00% |     |      |
| ALFA ROMEO  | 145        | 1   | 0.00% |     |      |

|             |           | MARCH '02 |              | YTD     |              | MARCH '02 |              |
|-------------|-----------|-----------|--------------|---------|--------------|-----------|--------------|
| Segment:    |           | TOTAL     | Market Share | TOTAL   | Market Share | TOTAL     | Market Share |
| D           |           | 9314      | 13.0%        | 2940    | 12.6%        |           |              |
| Make:       | Range:    | Volume:   | %            | Volume: | %            |           |              |
| TOYOTA      | AVENSIS   | 1174      | 12.60%       | 367     | 12.5%        |           |              |
| B.M.W.      | 3-SERIES  | 1027      | 11.03%       | 216     | 7.3%         |           |              |
| SKODA       | OCTAVIA   | 990       | 10.63%       | 288     | 9.8%         |           |              |
| FORD        | MONDEO    | 850       | 9.13%        | 279     | 9.5%         |           |              |
| MITSUBISHI  | CARISMA   | 687       | 7.38%        | 246     | 8.4%         |           |              |
| AUDI        | A4        | 652       | 7.00%        | 229     | 7.8%         |           |              |
| RENAULT     | LAGUNA    | 501       | 5.38%        | 172     | 5.9%         |           |              |
| VOLKS WAGEN | PASSAT    | 486       | 5.22%        | 163     | 5.5%         |           |              |
| ALFA ROMEO  | 156       | 456       | 4.90%        | 159     | 5.4%         |           |              |
| OPEL        | VECTRA    | 418       | 4.49%        | 146     | 5.0%         |           |              |
| NISSAN      | PRIMERA   | 383       | 4.11%        | 140     | 4.8%         |           |              |
| HYUNDAI     | ELANTRA   | 380       | 4.08%        | 112     | 3.8%         |           |              |
| SEAT        | TOLEDO    | 288       | 3.09%        | 71      | 2.4%         |           |              |
| CITROEN     | C5        | 285       | 3.06%        | 98      | 3.3%         |           |              |
| SUBARU      | IMPREZA   | 151       | 1.62%        | 49      | 1.7%         |           |              |
| PEUGEOT     | 406       | 139       | 1.49%        | 52      | 1.8%         |           |              |
| ROVER       | 45-SERIES | 94        | 1.01%        | 28      | 1.0%         |           |              |
| FIAT        | MAREA     | 89        | 0.96%        | 46      | 1.6%         |           |              |
| VOLVO       | S40       | 82        | 0.88%        | 13      | 0.4%         |           |              |
| DAEWOO      | NUBIRA    | 64        | 0.69%        | 23      | 0.8%         |           |              |
| LANCIA      | LYBRA     | 60        | 0.64%        | 26      | 0.9%         |           |              |
| SUBARU      | FORESTER  | 33        | 0.35%        | 4       | 0.1%         |           |              |
| HONDA       | ACCORD    | 14        | 0.15%        | 9       | 0.3%         |           |              |
| VOLVO       | V40       | 4         | 0.04%        | 1       | 0.0%         |           |              |
| TATA        | SUMO      | 2         | 0.02%        | 2       | 0.1%         |           |              |





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MARCH '02

YTD

|                                |                 |                |                     |                |                     |
|--------------------------------|-----------------|----------------|---------------------|----------------|---------------------|
| MAZDA                          | 626             | 2              | 0.02%               |                |                     |
| LANCIA                         | DEDRA           | 1              | 0.01%               |                |                     |
| AUDI                           | RS4             | 1              | 0.01%               |                |                     |
| AUDI                           | 8D AUDI A4      | 1              | 0.01%               | 1              | 0.0%                |
| <b>MARCH '02 YTD MARCH '02</b> |                 |                |                     |                |                     |
| <b>Segment:</b>                |                 | <b>TOTAL</b>   | <b>Market Share</b> | <b>TOTAL</b>   | <b>Market Share</b> |
| <b>E</b>                       |                 | <b>651</b>     | <b>0.9%</b>         | <b>185</b>     | <b>0.8%</b>         |
| <b>Make:</b>                   | <b>Range:</b>   | <b>Volume:</b> | <b>%</b>            | <b>Volume:</b> | <b>%</b>            |
| MERCEDES                       | C-SERIES        | 462            | 70.97%              | 126            | 68.1%               |
| AUDI                           | A6              | 59             | 9.06%               | 19             | 10.3%               |
| VOLVO                          | S60             | 40             | 6.14%               | 12             | 6.5%                |
| ROVER                          | 75-SERIES       | 32             | 4.92%               | 12             | 6.5%                |
| SAAB                           | SAAB 9-3        | 22             | 3.38%               | 7              | 3.8%                |
| LEXUS                          | LS 200          | 14             | 2.15%               | 6              | 3.2%                |
| ALFA ROMEO                     | 166             | 10             | 1.54%               | 2              | 1.1%                |
| AUDI                           | ALLROAD         | 9              | 1.38%               | 1              | 0.5%                |
| HYUNDAI                        | SONATA          | 1              | 0.15%               |                |                     |
| VOLVO                          | V70             | 1              | 0.15%               |                |                     |
| DAEWOO                         | LEGANZA         | 1              | 0.15%               |                |                     |
| <b>MARCH '02 YTD MARCH '02</b> |                 |                |                     |                |                     |
| <b>Segment:</b>                |                 | <b>TOTAL</b>   | <b>Market Share</b> | <b>TOTAL</b>   | <b>Market Share</b> |
| <b>F</b>                       |                 | <b>345</b>     | <b>0.5%</b>         | <b>94</b>      | <b>0.4%</b>         |
| <b>Make:</b>                   | <b>Range:</b>   | <b>Volume:</b> | <b>%</b>            | <b>Volume:</b> | <b>%</b>            |
| MERCEDES                       | E-SERIES        | 204            | 59.13%              | 52             | 55.3%               |
| B.M.W.                         | 5-SERIES        | 64             | 18.55%              | 20             | 21.3%               |
| SAAB                           | SAAB 9-5        | 27             | 7.83%               | 8              | 8.5%                |
| PEUGEOT                        | 607             | 21             | 6.09%               | 7              | 7.4%                |
| VOLVO                          | S80             | 11             | 3.19%               | 4              | 4.3%                |
| CHRYSLER                       | SEBRIN          | 9              | 2.61%               |                |                     |
| NISSAN                         | MAXIMA          | 5              | 1.45%               | 1              | 1.1%                |
| CITROEN                        | XM              | 3              | 0.87%               | 2              | 2.1%                |
| OPEL                           | OMEGA           | 1              | 0.29%               |                |                     |
| <b>MARCH '02 YTD MARCH '02</b> |                 |                |                     |                |                     |
| <b>Segment:</b>                |                 | <b>TOTAL</b>   | <b>Market Share</b> | <b>TOTAL</b>   | <b>Market Share</b> |
| <b>G</b>                       |                 | <b>63</b>      | <b>0.1%</b>         | <b>15</b>      | <b>0.1%</b>         |
| <b>Make:</b>                   | <b>Range:</b>   | <b>Volume:</b> | <b>%</b>            | <b>Volume:</b> | <b>%</b>            |
| JAGUAR                         | X-TYPE          | 28             | 44.44%              | 6              | 40.0%               |
| MERCEDES                       | S-SERIES        | 13             | 20.63%              | 3              | 20.0%               |
| B.M.W.                         | 7-SERIES        | 12             | 19.05%              | 4              | 26.7%               |
| JAGUAR                         | S-TYPE          | 5              | 7.94%               | 1              | 6.7%                |
| JAGUAR                         | XJ-TYPE         | 1              | 1.59%               |                |                     |
| AUDI                           | A8              | 1              | 1.59%               |                |                     |
| JAGUAR                         | DAIMLER SUPER V | 1              | 1.59%               |                |                     |
| JAGUAR                         | DAIMLER V8      | 1              | 1.59%               | 1              | 6.7%                |
| GM                             | SEVILLE         | 1              | 1.59%               |                |                     |





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MARCH '02

YTD

|             |               | MARCH '02 |              | YTD | MARCH '02 |              |
|-------------|---------------|-----------|--------------|-----|-----------|--------------|
| Segment:    |               | TOTAL     | Market Share |     | TOTAL     | Market Share |
| <b>MPV</b>  |               | 2048      | 2.9%         |     | 689       | 3.0%         |
| Make:       | Range:        | Volume:   | %            |     | Volume:   | %            |
| HYUNDAI     | MATRIX        | 457       | 22.31%       |     | 140       | 20.3%        |
| RENAULT     | MEGANE SCENIC | 390       | 19.04%       |     | 116       | 16.8%        |
| OPEL        | ZAFIRA        | 255       | 12.45%       |     | 104       | 15.1%        |
| MERCEDES    | A-SERIES      | 229       | 11.18%       |     | 74        | 10.7%        |
| CITROEN     | PICASSO       | 164       | 8.01%        |     | 52        | 7.5%         |
| CHRYSLER    | PT CRUISER    | 156       | 7.62%        |     | 64        | 9.3%         |
| TOYOTA      | COROLLA VERSO | 113       | 5.52%        |     | 52        | 7.5%         |
| DAEWOO      | TACUMA        | 75        | 3.66%        |     | 25        | 3.6%         |
| AUDI        | A2            | 68        | 3.32%        |     | 11        | 1.6%         |
| TOYOTA      | YARIS VERSO   | 45        | 2.20%        |     | 16        | 2.3%         |
| MINIBUS     |               |           |              |     |           |              |
| MITSUBISHI  | SPACE STAR    | 38        | 1.86%        |     | 10        | 1.5%         |
| FIAT        | MULTIPLA      | 17        | 0.83%        |     | 7         | 1.0%         |
| SEAT        | ALHAMBRA      | 13        | 0.63%        |     | 7         | 1.0%         |
| NISSAN      | ALMERA        | 9         | 0.44%        |     | 1         | 0.1%         |
| VOLKS WAGEN | SHARAN        | 7         | 0.34%        |     | 2         | 0.3%         |
| MERCEDES    | VANEO         | 6         | 0.29%        |     | 6         | 0.9%         |
| MAZDA       | PREMACY       | 3         | 0.15%        |     | 1         | 0.1%         |
| CHRYSLER    | VOYAGER       | 1         | 0.05%        |     |           |              |
| FORD        | GALAXY        | 1         | 0.05%        |     |           |              |
| PEUGEOT     | 806           | 1         | 0.05%        |     | 1         | 0.1%         |

  

|                  |           | MARCH '02 |              | YTD | MARCH '02 |              |
|------------------|-----------|-----------|--------------|-----|-----------|--------------|
| Segment:         |           | TOTAL     | Market Share |     | TOTAL     | Market Share |
| <b>Sp Cabrio</b> |           | 866       | 1.2%         |     | 343       | 1.5%         |
| Make:            | Range:    | Volume:   | %            |     | Volume:   | %            |
| PEUGEOT          | 206       | 699       | 80.72%       |     | 297       | 86.6%        |
| OPEL             | ASTRA     | 66        | 7.62%        |     | 11        | 3.2%         |
| RENAULT          | MEGANE    | 40        | 4.62%        |     | 16        | 4.7%         |
| PEUGEOT          | 306       | 16        | 1.85%        |     | 4         | 1.2%         |
| MERCEDES         | SL-SERIES | 13        | 1.50%        |     | 4         | 1.2%         |
| CHRYSLER         | SEBRIN    | 10        | 1.15%        |     |           |              |
| B.M.W.           | 3-SERIES  | 9         | 1.04%        |     | 3         | 0.9%         |
| SAAB             | SAAB 9-3  | 8         | 0.92%        |     | 4         | 1.2%         |
| CHRYSLER         | SEBRING   | 4         | 0.46%        |     | 4         | 1.2%         |
| GM               | CORVETTE  | 1         | 0.12%        |     |           |              |

  

|                 |            | MARCH '02 |              | YTD | MARCH '02 |              |
|-----------------|------------|-----------|--------------|-----|-----------|--------------|
| Segment:        |            | TOTAL     | Market Share |     | TOTAL     | Market Share |
| <b>Sp Coupe</b> |            | 1040      | 1.4%         |     | 346       | 1.5%         |
| Make:           | Range:     | Volume:   | %            |     | Volume:   | %            |
| HYUNDAI         | COUPE      | 454       | 43.65%       |     | 168       | 48.6%        |
| RENAULT         | MEGANE     | 275       | 26.44%       |     | 96        | 27.7%        |
| MERCEDES        | CLK-SERIES | 110       | 10.58%       |     | 35        | 10.1%        |
| OPEL            | ASTRA      | 106       | 10.19%       |     | 16        | 4.6%         |
| TOYOTA          | CELICA     | 51        | 4.90%        |     | 17        | 4.9%         |
| PORSCHE         | 996        | 13        | 1.25%        |     | 4         | 1.2%         |





## NEW PC REGISTRATIONS BY SEGMENT ΤΑΞΙΝΟΜΗΣΕΙΣ ΕΠΙΒΑΤΙΚΩΝ ΚΑΤΑ ΚΑΤΗΓΟΡΙΑ

MARCH '02

YTD

|            |           |    |       |   |      |
|------------|-----------|----|-------|---|------|
| FORD       | PUMA      | 13 | 1.25% | 3 | 0.9% |
| PEUGEOT    | 406       | 6  | 0.58% | 3 | 0.9% |
| ALFA ROMEO | GTV       | 4  | 0.38% | 1 | 0.3% |
| OPEL       | TIGRA     | 3  | 0.29% | 1 | 0.3% |
| MERCEDES   | CL-SERIES | 2  | 0.19% | 1 | 0.3% |
| VOLVO      | C70       | 1  | 0.10% |   |      |
| MASERATI   | 3200 T    | 1  | 0.10% |   |      |
| LOTUS      | ESPRIT    | 1  | 0.10% | 1 | 0.3% |

|                    |            | MARCH '02 |              | YTD     |              | MARCH '02 |              |
|--------------------|------------|-----------|--------------|---------|--------------|-----------|--------------|
| Segment:           |            | TOTAL     | Market Share | TOTAL   | Market Share | TOTAL     | Market Share |
| <b>Sp Roadster</b> |            | 231       | 0.3%         | 66      | 0.3%         |           |              |
| Make:              | Range:     | Volume:   | %            | Volume: | %            |           |              |
| MAZDA              | MX-5       | 60        | 25.97%       | 20      | 30.3%        |           |              |
| AUDI               | TT         | 53        | 22.94%       | 15      | 22.7%        |           |              |
| MERCEDES           | SLK-SERIES | 46        | 19.91%       | 12      | 18.2%        |           |              |
| TOYOTA             | MR2        | 19        | 8.23%        | 9       | 13.6%        |           |              |
| ROVER              | MGF        | 16        | 6.93%        | 1       | 1.5%         |           |              |
| B.M.W.             | Z3         | 11        | 4.76%        | 2       | 3.0%         |           |              |
| HONDA              | S2000      | 8         | 3.46%        | 1       | 1.5%         |           |              |
| FERRARI            | 360        | 6         | 2.60%        | 1       | 1.5%         |           |              |
| PORSCHE            | BOXSTER    | 5         | 2.16%        | 3       | 4.5%         |           |              |
| ALFA ROMEO         | SPIDER     | 3         | 1.30%        | 1       | 1.5%         |           |              |
| FIAT               | BARCETTA   | 2         | 0.87%        |         |              |           |              |
| OPEL               | SPEEDSTER  | 1         | 0.43%        | 1       | 1.5%         |           |              |
| LOTUS              | ELISE      | 1         | 0.43%        |         |              |           |              |

|             |         | MARCH '02 |              | YTD     |              | MARCH '02 |              |
|-------------|---------|-----------|--------------|---------|--------------|-----------|--------------|
| Segment:    |         | TOTAL     | Market Share | TOTAL   | Market Share | TOTAL     | Market Share |
| <b>TAXI</b> |         | 1         | 0.0%         |         |              |           |              |
| Make:       | Range:  | Volume:   | %            | Volume: | %            |           |              |
| MERCEDES    | UNKNOWN | 1         | 100.00%      |         |              |           |              |

|             |          | MARCH '02 |              | YTD     |              | MARCH '02 |              |
|-------------|----------|-----------|--------------|---------|--------------|-----------|--------------|
| Segment:    |          | TOTAL     | Market Share | TOTAL   | Market Share | TOTAL     | Market Share |
| <b>VAN</b>  |          | 117       | 0.2%         | 77      | 0.3%         |           |              |
| Make:       | Range:   | Volume:   | %            | Volume: | %            |           |              |
| FIAT        | SCUDO    | 82        | 70.09%       | 65      | 84.4%        |           |              |
| CITROEN     | JUMPY    | 22        | 18.80%       | 9       | 11.7%        |           |              |
| CITROEN     | JUMPER   | 5         | 4.27%        |         |              |           |              |
| MERCEDES    | 113      | 5         | 4.27%        | 2       | 2.6%         |           |              |
| FORD        | TRANSIT  | 2         | 1.71%        | 1       | 1.3%         |           |              |
| VOLKS WAGEN | MULTIVAN | 1         | 0.85%        |         |              |           |              |

|                |          | MARCH '02 |              | YTD     |              | MARCH '02 |              |
|----------------|----------|-----------|--------------|---------|--------------|-----------|--------------|
| Segment:       |          | TOTAL     | Market Share | TOTAL   | Market Share | TOTAL     | Market Share |
| <b>VANETTE</b> |          | 272       | 0.4%         | 92      | 0.4%         |           |              |
| Make:          | Range:   | Volume:   | %            | Volume: | %            |           |              |
| CITROEN        | BERLINGO | 102       | 37.50%       | 45      | 48.9%        |           |              |
| RENAULT        | KANGOO   | 93        | 34.19%       | 23      | 25.0%        |           |              |
| FIAT           | DOBLO    | 28        | 10.29%       | 7       | 7.6%         |           |              |





**NEW PC REGISTRATIONS BY SEGMENT  
ΤΑΞΙΝΟΜΗΣΕΙΣ ΕΠΙΒΑΤΙΚΩΝ ΚΑΤΑ ΚΑΤΗΓΟΡΙΑ**

**MARCH '02**

**YTD**

|             |         |    |       |    |       |
|-------------|---------|----|-------|----|-------|
| PEUGEOT     | PARTNER | 27 | 9.93% | 10 | 10.9% |
| SEAT        | INCA    | 14 | 5.15% | 5  | 5.4%  |
| VOLKS WAGEN | CADDY   | 8  | 2.94% | 2  | 2.2%  |

