

Cyprus

European Dealer Network Status at 1st January 2008

Sales Network										
Market	Summary		Sales Outlet Categories				Sales	Sales per Dealer		
	Total All Sales Dealer Contracts	Total All Dealer Sales Outlets (a+b+c)	Direct Dealer Sales Outlets (a)	Independent Dealer Sales Outlets (b)	Total Main Dealer Sales Outlets (a+b)	Indirect Sales Agents (c)	Sales of New Passenger Vehicles (Jan-Dec 2007)	Av. Sales per Dealer Contract	Av. Sales per 'main dealer' outlet	Av. Sales per sales outlet (all)
Alfa Romeo	1	1		1	1		111	111	111	111
Audi	2	2	2		2		957	479	479	479
BMW	4	4		4	4		1,668	417	417	417
Chevrolet	2	4		4	4					
Chrysler Jp Ddge										
Citroen	2	4	4		4		555	278	139	139
Daihatsu	3	5	1	4	5		324	108	65	65
Dacia										
Fiat	1	1		1	1		159	159	159	159
Ford	1	4		4	4		4,129	4129	1032	1032
Honda	6	6	4	2	6		2,749	458	458	458
Hyundai										
Jaguar	1	1	1		1		208	208	208	208
Kia	4	4	3	1	4		876	219	219	219
Lancia	1	1		1	1					
Land Rover	1	1	1		1		357	357	357	357
Lexus	1	1		1	1		52	52	52	52
Mazda	7	7		7	7		790	113	113	113
Mercedes Benz	1	3		3	3		486	486	162	162
Mini	4	4		4	4		162	41	41	41
Mitsubishi	4	4	4		4		695	174	174	174
Nissan	4	7	4		4	3	3,368	842	842	481
Opel/Vauxhall	1	5		5	5					
Peugeot	5	5	4	1	5					
Porsche	1	1	1		1		269	269	269	269
Renault	1	5	5		5		1,920	1920	384	384
Saab	1	1		1	1		137	137	137	137
Seat	2	5	2	3	5		549	275	110	110
Skoda	1	3	1	2	3		313	313	104	104
Smart	1	3		3	3					
Subaru	3	3	1	2	3		332	111	111	111
Suzuki	6	6	6		6		777	130	130	130
Toyota	5	5	5		5					
Volkswagen	4	4	4		4		3,112	778	778	778
Volvo	1	2		2	2		504	504	252	252
Total	82	112	53	56	109	3	25,559	312	234	228

(*Renault, VW, Opel, Ford, Peugeot, Citroen, Fiat, Mercedes, Toyota, Audi, BMW, Nissan, Seat)

Top 13 brands	33	54	30	21	51	3	16903	512	331	313
% Total	40%	48%	57%	38%	47%	100%	66%			

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Market	Service Network						Dealer Network Overview				
	Summary		Service Outlet Categories				memo	Total of Dealer locations offering both Sales & Service (x)	Total of Sales-only Dealer Locations (y)	Total of Service-only Dealer Locations (z)	Net Total of all Dealer Locations Sales/Service (x+y+z)
	Total All Authorised Repairer Contracts	Total All Authorised Repairer Outlets (a+b+c)	Direct Dealer Service Outlets (a)	Independent Dealer Service Outlets (b)	Total Main Dealers (a+b)	Indirect Service Agents(c)					
Alfa Romeo	1	1		1	1		1	1		1	
Audi	2	2	2		2		2	2		2	
BMW	4	4		4	4		4	4		4	
Chevrolet	1	4		4	4		1	4		4	
Chrysler Jp Ddge	1	1		1	1		1		1	1	
Citroen	3	3	2	1	3		1	2	2	5	
Daihatsu	3	5	1	4	5		3	5		5	
Dacia											
Fiat	1	1		1	1		1	1		1	
Ford	4	4		4	4		4	4		4	
Honda	5	5	3	2	5		5	1	5	10	
Hyundai											
Jaguar	1	1	1		1		1	1		1	
Kia	3	4	1		1	3	3	1	3	7	
Lancia	1	1		1	1		1	1		1	
Land Rover	1	1	1		1		1	1		1	
Lexus	1	1		1	1		1	1		1	
Mazda	5	5		5	5		5	2	5	10	
Mercedes Benz	2	5		5	5		2	1	2	7	
Mini	4	8		8	8		4	4		8	
Mitsubishi	4	4	3	1	4		4		4	8	
Nissan	4	5	2	2	4	1	2	3	4	9	
Opel/Vauxhall	2	3		3	3		2	3	2	5	
Peugeot	5	5	2	3	5		5	5		5	
Porsche	1	1	1		1		1	1		1	
Renault	1	5	5		5		1	5		5	
Saab	1	1		1	1		1		1	2	
Seat	4	4	4		4		6	2	3	7	
Skoda	4	4	4		4		4		3	7	
Smart	1	2		2	2		1	1	2	4	
Subaru	4	4	1	3	4		4		3	7	
Suzuki	3	3	1	2	3		3	3	3	6	
Toyota	5	5	3	2	5		5	2	3	8	
Volkswagen	4	4	4		4		4	4		4	
Volvo	1	2		2	2		1	2		2	
Total	87	108	41	63	104	4	85	67	45	41	153

[^] For many makes, the Parts Contract is bundled with the Authorised Repairer Contract & not issued separately

Top 13 brands	41	50	24	25	49	1	39	38	16	12	66
% Total	47%	46%	59%	40%	47%	25%	46%	57%	36%	29%	43%

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Trend Data

Market	Main Dealer Sales Outlets							% change 2007-8	All Franchised Service Outlets							% change 2007-8	Distributor Status 2008
	2003	2004	2005	2006	2007	2008	2003		2004	2005	2006	2007	2008				
Alfa Romeo				4	4	1	-75%				4	4	1	-75%	M		
Audi			2	2	2	2				2	2	2	2				
BMW			4	4	4	4				4	2	2	4	100%	I		
Chevrolet			3	3	3	4	33%			3	3	3	4	33%	I		
Chrysler Jp Ddge			6	5	1		-100%			5	4	1	1		I		
Citroen			2	4	4	4				2	2	3	3		I		
Daihatsu			3	3	4	5	25%			3	3	4	5	25%	I		
Dacia					1		-100%					1		-100%			
Fiat				2	2	1	-50%				2	2	1	-50%	I		
Ford			3	4	4	4				3	4	4	4		I		
Honda			6	6	6	6				5	5	5	5		I		
Hyundai																	
Jaguar			3	1	1	1				3	1	1	1		I		
Kia			3	4	4	4				3	4	4	4		I		
Lancia					1	1						1	1				
Land Rover			3	4	2	1	-50%			3	4	2	1	-50%	I		
Lexus			1	1	1	1				1	1	1	1		I		
Mazda			5	7	7	7				5	5	5	5		I		
Mercedes Benz			4	3	3	3				4	3	3	5	67%	I		
Mini			4	4	4	4				2	1	1	8	700%	I		
Mitsubishi			4	5	5	4	-20%			3	3	3	4	33%	I		
Nissan			4	4	4	4				4	4	5	5		I		
Opel/Vauxhall			4	4	3	5	67%			4	3	3	3				
Peugeot			5	5	5	5				5	5	5	5		I		
Porsche			1	1	1	1				1	1	1	1		I		
Renault			5	5	5	5				8	5	5	5		I		
Saab			1	2	2	1	-50%			1	2	2	1	-50%	I		
Seat			4	1	2	5	150%			3	3	4	4		I		
Skoda			4	4	3	3				5	5	4	4		I		
Smart			2	2	2	3	50%			2	2	2	2		I		
Subaru			3	3	3	3				4	4	4	4		I		
Suzuki			4	4	5	6	20%			4	4	4	3	-25%	I		
Toyota			5	6	5	5				8	6	5	5		I		
Volkswagen			4	4	4	4				3	4	4	4		I		
Volvo			2	2	2	2				2	2	2	2		I		
Total			105	113	109	109				106	103	102	108	6%			

Top 13 brands		46	48	47	51	9%
% Total		44%	42%	43%	47%	

	50	45	47	50	6%
	47%	44%	46%	46%	

Independent	29
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