

WHAT'S HAPPENING IN THE MARKET

- Total import sales fell 1.1% against a 0.4% rise in overall car sales.
- Imports of Ford vehicles rose about 4%, while imports of GM and DaimlerChrysler vehicles fell 28% and 12%, respectively.
- Imports of VW, BMW, Peugeot, Fiat and Honda vehicles also rose.

NEW IMPORTED PASSENGER CAR SALES IN JAPAN: —BY MAJOR IMPORTER: JANUARY THROUGH MARCH 2002 vs. 2001

		Percent Change 2002/2001	Total Cars 2002	Total Cars 2001
GENERAL MOTORS				
	Chevrolet	2.3%	1,193	1,166
	Cadillac	-46.8%	248	466
	Saturn	-99.5%	2	435
	Opel	-26.9%	2,812	3,847
	Saab	-27.8%	356	493
	Other	-17.4%	19	23
	SUBTOTAL	-28.0%	4,630	6,430
FORD				
	Ford	0.2%	1,798	1,794
	Volvo	-7.4%	3,822	4,128
	Land Rover	-16.1%	530	632
	Jaguar	102.8%	1,357	669
	Aston Martin	-50.0%	4	8
	SUBTOTAL	3.9%	7,511	7,231
DAIMLERCHRYSLER				
	Chrysler	-14.6%	1,763	2,065
	Mercedes-Benz	-17.7%	11,246	13,660
	Smart	45.1%	2,009	1,385
	SUBTOTAL	-12.2%	15,018	17,110
VW				
	VW	-5.4%	17,365	18,353
	Audi	97.5%	3,030	1,534
	Other	-44.1%	33	59
	SUBTOTAL	2.4%	20,428	19,946
BMW				
	BMW	-4.4%	8,557	8,953
	Mini	367.3%	1,056	226
	SUBTOTAL	4.7%	9,613	9,179
PORSCHE				
		-11.3%	571	644
RENAULT				
		-32.1%	509	750
PSA				
	Peugot	32.5%	3,383	2,553
	Citroen	4.1%	277	266
	SUBTOTAL	29.8%	3,660	2,819
FIAT				
	Fiat	-32.3%	640	945
	Alfa Romeo	43.5%	1,891	1,318
	Ferrari	-14.2%	115	134
	Other	-16.1%	73	87
	SUBTOTAL	9.5%	2,719	2,484
ROVER				
		-75.8%	76	314
TOYOTA				
		-63.9%	272	753
HONDA				
		53.6%	2,706	1,762
ISUZU				
		-22.9%	947	1,229
HYUNDAI/KIA				
		137.3%	318	134
OTHERS				
		144.1%	1,755	719
GRAND TOTAL IMPORT SALES				
		-1.1%	70,733	71,504
	(Imports from Japanese Companies)	-3.1%	3,925	4,051
	(Total Less Imports from Japanese Companies)	-1.0%	66,808	67,453
GRAND TOTAL CAR MARKET SALES				
		0.4%	1,259,857	1,255,024



- The small/mini-car share of the Japanese car market rose by 1.8 percentage points to 85.2% for the first 3 months of 2002 compared with the same period in 2001.
- The small/mini-car share of the import car market rose by 1.7 percentage points to 18.4%.
- The result is that 81.6% of imports are large cars in a market dominated 85.2% by small/mini cars.

—by MAJOR MARKET SEGMENT: JANUARY THROUGH MARCH 2002

		Small Car Ratio (B/A)	Total Cars (A)	Small/Mini Cars (B)	Large Cars (C)
GENERAL MOTORS					
	Chevrolet	0.0%	1,193	0	1,193
	Cadillac	0.0%	248	0	248
	Saturn	0.0%	2	0	2
	Opel	50.4%	2,812	1,417	1,395
	Saab	0.0%	356	0	356
	Other	0.0%	19	0	19
	SUBTOTAL	30.6%	4,630	1,417	3,213
FORD					
	Ford	0.0%	1,798	0	1,798
	Volvo	0.0%	3,822	0	3,822
	Land Rover	0.0%	530	0	530
	Jaguar	0.0%	1,357	0	1,357
	Aston Martin	0.0%	4	0	4
	SUBTOTAL	0.0%	7,511	0	7,511
DAIMLERCHRYSLER					
	Chrysler	0.0%	1,763	0	1,763
	Mercedes-Benz	0.0%	11,246	1	11,245
	Smart	100.0%	2,009	2,009	0
	SUBTOTAL	13.4%	15,018	2,010	13,008
VW					
	VW	24.0%	17,365	4,175	13,190
	Audi	0.0%	3,030	1	3,029
	Other	0.0%	33	0	33
	SUBTOTAL	20.4%	20,428	4,176	16,252
BMW					
	BMW	0.2%	8,557	21	8,536
	Mini	100.0%	1,056	1,056	0
	SUBTOTAL	11.2%	9,613	1,077	8,536
PORSCHE					
		0.4%	571	2	569
RENAULT					
		57.8%	509	294	215
PSA					
	Peugot	62.6%	3,383	2,117	1,266
	Citroen	6.1%	277	17	260
	SUBTOTAL	58.3%	3,660	2,134	1,526
FIAT					
	Fiat	97.8%	640	626	14
	Alfa Romeo	0.4%	1,891	7	1,884
	Ferrari	0.0%	115	0	115
	Other	17.8%	73	13	60
	SUBTOTAL	23.8%	2,719	646	2,073
ROVER					
		96.1%	76	73	3
TOYOTA					
		0.7%	272	2	270
HONDA					
		38.7%	2,706	1,046	1,660
ISUZU					
		0.0%	947	0	947
HYUNDAI/KIA					
		0.0%	318	0	318
OTHERS					
		9.1%	1,755	160	1,595
GRAND TOTAL IMPORTS 2002 (3 months)		18.4%	70,733	13,037	57,696
GRAND TOTAL IMPORTS 2001 (3 months)		16.7%	71,504	11,967	59,537
GRAND TOTAL CAR MARKET 2002 (3 months)		85.2%	1,259,857	1,072,945	186,912
GRAND TOTAL CAR MARKET 2001 (3 months)		83.4%	1,255,024	1,046,521	208,503

Note: Small/mini cars—engine size 2,000 cc and below; large cars—greater than 2,000 cc. Totals include mini-car sales.