

APPENDIX 4.1
(referred to in paragraphs 4.8 and 4.10)

Numbers of dealerships, by marque, 1 January 1982 to 1 January 1991

	<i>As at 1 January in each year</i>										<i>Change from 1982 or first year of operation 1982 to 1991</i>
	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	
Alfa Romeo	109	130	120	99	90	92	90	78	76	71	-38
Audi/Volkswagen	381	383	354	355	347	348	350	350	343	331	-50
BMW	143	144	148	142	144	150	156	157	157	162	+19
Citroën	251	243	249	230	231	233	236	243	240	231	-20
Daihatsu	113	134	136	140	122	126	128	128	98	98	-15
Fiat	340	302	292	295	312	315	327	335	330	269	-71
Ford‡	1,216	1,216	1,166	1,128	1,035	1,027	1,026	1,017	1,022	998	-218
FSO	148	140	110	155	110	120	106	106	85	85	-63
Honda	208	191	165	155	153	156	148	154	147	152	-56
Hyundai	-	157	167	183	150	183	190	203	185	215	+58 (from 1984)
Isuzu	-	-	-	-	-	-	110	110	124	130	+20 (from 1988)
Jaguar	-	227	198	152	132	115	115	112	109	102	-125 (from 1983)
Lada	180	177	175	181	178	193	195	211	206	203	+23
Lancia	129	120	115	99	95	97	93	88	89	70	-59
Land/Range Rover‡	-	-	-	275	230	219	205	187	166	129	+146 (from 1985)
Mazda	217	207	198	191	196	191	175	177	171	174	-43
Mercedes-Benz	98	101	102	102	106	111	110	112	121	126	+28
Mitsubishi	220	173	173	180	163	186	165	149	134	114	-106
Nissan UK	415	420	425	420	380	386	457	464	367	361	-54
Peugeot	647*	571*	518*	476	406	392	400	401	399	400	-247
Porsche	N/A	N/A	N/A	N/A	N/A	N/A	32	35	43	32	+35
Proton	-	-	-	-	-	-	-	-	192	198	+6 (from 1990)
Renault‡	441	392	383	354	367	316	293	295	290	264	-177
Rover‡	1,725†	1,506	1,352	1,246	1,120	1,057	1,030	944	857	789	-936
Saab	178	167	150	145	133	126	125	120	117	109	-69
SEAT‡	-	-	-	-	79	130	133	150	173	148	+69 (from 1986)
Skoda‡	230	244	256	267	245	266	282	293	296	280	+50
Subaru	97	96	100	108	114	125	120	125	132	134	+37
Suzuki	45	49	67	80	95	102	106	106	113	110	+65
Toyota	213	205	212	226	228	229	224	203	205	218	+5
Vauxhall	695	653	663	683	655	642	629	628	626	601	-94
Volvo	258	267	278	279	281	280	280	285	281	264	+6
Yugo‡	-	N/A	N/A	N/A	N/A	N/A	N/A	167	167	169	+169
Totals	8,697	8,615	8,272	8,346	7,897	7,913	8,036	8,133	8,061	7,737	

Source: Sewells International (amended in some instances by companies).

*Talbot network incorporated 1984; Talbot 1982:320, 1983:167.

†BL network.

‡These suppliers operate two-tier distributor networks but not all of them involve wholesaling main dealers with satellite retail-only outlets.