

APPENDIX 5.1
(referred to in paragraphs 5.28 and 5.29)

**Respondent component manufacturers, excluding tyre manufacturers-motor
vehicle parts: analysis of turnover, profits and margins by segment,
1986 to 1990***

	<i>£ million</i>					
	1986	1987	1988	1989	1990	Total
<i>Turnover</i>						
OE supplies†	539.0	619.3	651.7	670.6	745.3	3,225.9
Remanufactured parts‡	29.8	33.2	38.6	39.4	42.0	183.0
Replacement parts	<u>282.0</u>	<u>284.1</u>	<u>328.0</u>	<u>349.0</u>	<u>347.7</u>	<u>1,590.8</u>
	850.8	936.6	1,018.3	1,059.0	1,135.0	4,999.7
Exports	<u>234.0</u>	<u>251.3</u>	<u>263.6</u>	<u>283.4</u>	<u>278.9</u>	<u>1,311.2</u>
Total	<u>1,084.8</u>	<u>1,187.9</u>	<u>1,281.9</u>	<u>1,342.4</u>	<u>1,413.9</u>	<u>6,310.9</u>
<i>Gross profit</i>						
OE supplies†	66.9	71.7	82.6	64.3	77.5	363.1
Remanufactured parts‡	6.4	7.9	8.9	9.1	8.8	41.2
Replacement parts	<u>97.2</u>	<u>102.8</u>	<u>114.3</u>	<u>119.2</u>	<u>115.4</u>	<u>548.9</u>
	170.5	182.4	205.8	192.6	201.7	953.1
Exports	<u>47.4</u>	<u>54.3</u>	<u>54.0</u>	<u>53.6</u>	<u>58.1</u>	<u>267.5</u>
Total	<u>217.9</u>	<u>236.7</u>	<u>259.8</u>	<u>246.3</u>	<u>259.9</u>	<u>1,220.6</u>
<i>Net profit§</i>						
OE supplies†	(12.7)	(20.8)	35.5	8.5	(9.6)	0.9
Remanufactured parts‡	(0.1)	(0.1)	1.7	2.1	1.6	5.1
Replacement parts	<u>35.1</u>	<u>38.2</u>	<u>49.8</u>	<u>48.7</u>	<u>39.8</u>	<u>211.7</u>
	22.3	17.3	87.0	59.3	31.8	217.7
Exports	<u>5.6</u>	<u>11.8</u>	<u>12.2</u>	<u>12.7</u>	<u>7.8</u>	<u>50.1</u>
Total	<u>27.9</u>	<u>29.1</u>	<u>99.2</u>	<u>72.1</u>	<u>39.5</u>	<u>267.8</u>
<i>per cent</i>						
<i>Gross margin</i>						
OE supplies†	12.4	11.6	12.7	9.6	10.4	11.3
Remanufactured parts‡	21.4	23.9	23.1	23.1	21.0	22.5
Replacement parts	<u>34.5</u>	<u>36.2</u>	<u>34.8</u>	<u>34.2</u>	<u>33.2</u>	<u>34.5</u>
	20.0	19.5	20.2	18.2	17.8	19.1
Exports	<u>20.3</u>	<u>21.6</u>	<u>20.5</u>	<u>18.9</u>	<u>20.8</u>	<u>20.4</u>
Overall average	<u>20.1</u>	<u>19.9</u>	<u>20.3</u>	<u>18.3</u>	<u>18.4</u>	<u>19.3</u>
<i>Net margin</i>						
OE supplies†	(2.4)	(3.4)	5.4	1.3	(1.3)	0.0
Remanufactured parts‡	(0.3)	(0.3)	4.5	5.3	3.8	2.8
Replacement parts	<u>12.4</u>	<u>13.4</u>	<u>15.2</u>	<u>14.0</u>	<u>11.4</u>	<u>13.3</u>
	2.6	1.8	8.5	5.6	2.8	4.4
Exports	<u>2.4</u>	<u>4.7</u>	<u>4.6</u>	<u>4.5</u>	<u>2.8</u>	<u>3.8</u>
Overall average	<u>2.6</u>	<u>2.4</u>	<u>7.7</u>	<u>5.4</u>	<u>2.8</u>	<u>4.2</u>

Source: MMC from company data.

*Includes cars and all commercial vehicles.

†Supplies for fitment on assembly lines.

‡These are parts remanufactured for car makers resulting from an exchange.

§Net profit before interest and tax.