

EUROPEAN COMMISSION
DIRECTORATE-GENERAL IV - COMPETITION

Directorate F - Capital and consumer goods industries

Unit 2 - Motor vehicles and other means of transport, and associated mechanical manufactured products

IV /F2/1196

**PRECIOS DE COCHES
EN LA UNION EUROPEA AL
1 DE NOVIEMBRE DE 1996**

**PRIX DES VOITURES AU SEIN DE
L'UNION EUROPEENNE AU
1 NOVEMBRE 1996**

**BILPRISER INDENFOR
DEN EUROPÆISKE UNION
PR.1.NOVEMBER 1996**

**PREZZI DEGLI AUTOVEICOLI
NELL'UNIONE EUROPEA AL
1°NOVEMBRE 1996**

**AUTOPREISE IN DER
EUROPÄISCHEN UNION AM
1.NOVEMBER 1996**

**AUTOPRIJZER IN DE
EUROPESE UNIE OP
1 NOVEMBER 1996**

**ΟΙ ΤΙΜΕΣ ΤΩΝ ΑΥΤΟΚΙΝΗΤΩΝ
ΣΤΗΝ ΕΥΡΩΠΑΙΚΗ ΕΝΩΣΗ ΤΗΝ
1 ΝΟΕΜΒΡΙΟΥ 1996**

1/11/96

**CAR PRICES WITHIN THE
EUROPEAN UNION ON
1 NOVEMBER 1996**

**PREÇOS DE AUTOMÓVEIS NA
UNIÃO EUROPEIA AO
1 DE NOVEMBRO DE 1996**

**AUTOJEN HINNAT
EUROOPAN UNIONIN ALUEELLA
1. MARRASKUUTA 1996**

**BILPRISER INOM DEN
EUROPEISKA UNIONEN DEN
1 NOVEMBER 1996**



**Diferenciales de precio de coches en la Unión Europea
al 1 de noviembre de 1996 (en %)**

**Prisforskelle på biler i den Europæiske Union
den 1. November 1996 (i %)**

**Preisunterschiede für Automobile in der Europäischen Union
am 1. November 1996 (in %)**

**Οι διαφορές στις τιμές των αυτοκινήτων στην Ευρωπαϊκή Ένωση
την 1 Νοεμβρίου 1996 (τοις %)**

**Car price differentials within the European Union
on 1 November 1996 (in %)**

**Autojen hintaerot Euroopan Unionin aluella
1. Marraskuuta 1996 (%:teina ilmaistuna)**

**Différences des prix des voitures au sein de l'Union Européenne
au 1 novembre 1996 (en %)**

**Differenze di prezzo degli autoveicoli nell'Unione Europea
al 1° novembre 1996 (in %)**

**Autoprijsverschillen in de Europese Unie
op 1 november 1996 (in %)**

**Diferenças de preço de automóveis na União Europeia
ao 1 de Novembro de 1996 (em %)**

**Skilnader i bilpriser inom Europeiska Unionen
den 1 november 1996 (i %)**



Leyenda / Reference / Erläuterung / Σημείωση / Reference / Viite /
Légende / Leggenda / Verklaring / Legenda / Referens

- 1 Fuentes: Los constructores de automóviles / Kilde: Bilfabrikanter / Angaben stammen von den Automobilherstellern / Πηγές: Οι κατασκευαστές οχημάτων / Sources: Motor vehicle manufacturers / Lähde: Moottori-ajoneuvojen valmistajat / Sources: Les constructeurs automobiles / Fonte d'informazione: I costruttori di automobili / Bron: automobielfabrikanten / Fonte: Os constructores de automóveis / Källor: biltillverkare
- 2 100% para el país menos caro / 100% er brugt på det billigste land./ 100% bezeichnet das preisgünstigste Land / 100% χρησιμοποιείται για τη φτηνότερη χώρα/ 100% is used for the cheapest country / 100%: ia käytetään kuvaamaan edullisinta maata / 100% pour le pays le moins cher / 100% per il paese meno caro / 100% wordt gebruikt voor het goedkoopste land / 100% para o país menos caro / 100% används för det billigaste landet
- 3 XXX indica que no hay datos disponibles / XXX indikerer at beløb ikke er til rådighed / XXX Angaben nicht verfügbar / XXX ενδυνκνείει ότι τα ποσά δεν είναι διαθέσιμα / XXX indicates that figures are not available / XXX ilmaisee, ettei tietoja ole saatavilla / XXX données non disponibles / XXX vale dati non disponibili / XXX betyder aan dat er geen cijfers beschikbaar zijn / XXX dados não disponíveis / XXX visar att uppgift saknas
- 4 Los datos utilizados no incluyen impuestos / Alle anførte beløb er uden skat / Angaben ohne Steuern / Όλα τα αναφερόμενα ποσά είναι αφορολόγητα / All figures quoted are free of tax / Kaikki hinnat on ilmoitettu ilman veroja / Les données utilisées sont hors taxes / I dati utilizzati non includono le tasse / Alle genoteerde bedragen zijn exclusief belastingen / Os dados utilizados são livres de impostos / Alla belopp är angivna exklusive skatt

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I

Por constructor
Per Bilfabrikant
Nach Automobilhersteller
Ανά κατασκευαστή
By manufacturer
Per Valmistaja
Par constructeur
Per costruttore
Per autofabrikant
Por constructor
Av tillverkare



BMW GROUP / BMW

	B	D	E	F	IRL	I	L	NL	A	P	S	UK
BMW 316i	108,2%	112,4%	107,0%	109,3%	112,0%	103,9%	114,4%	100% MIN	114,0%	115,7% MAX	112,0%	112,5%
BMW 520i	105,9%	105,4%	101,4%	107,0%	106,6%	105,0%	104,9%	100% MIN	107,9%	111,6% MAX	XXX	105,1%
BMW 730i	109,4%	110,3%	108,1%	111,4%	126,9% MAX	113,8%	108,6%	108,8%	112,5%	XXX	XXX	100% MIN

BMW GROUP / ROVER

	B	D	E	F	IRL	I	L	NL	A	P	S	UK
LAND ROVER Discovery	123,1% MAX	119,7%	106,2%	121,0%	117,9%	106,8%	123,1% MAX	107,5%	116,4%	100% MIN	XXX	123,0%
RANGE ROVER V8i	101,9%	110,5%	100% MIN	105,4%	102,9%	105,8%	101,9%	108,9%	112,7% MAX	101,9%	111,1%	109,6%
ROVER MGF	105,8%	100,9%	100,6%	106,3%	103,6%	108,8%	105,8%	108,0%	100% MIN	103,8%	113,0% MAX	106,1%
ROVER 214	100,8%	110,7%	100% MIN	114,4%	102,5%	105,5%	100,8%	100,3%	102,4%	107,2%	107,9%	119,9% MAX
ROVER 414	108,1%	XXX	102,4%	118,0% MAX	100% MIN	104,0%	108,1%	XXX	113,5%	103,5%	XXX	116,5%
ROVER 620	104,1%	104,4%	102,3%	113,4% MAX	103,8%	106,2%	104,1%	100% MIN	105,1%	108,9%	XXX	112,6%

FIAT GROUP/ALFA

	B	D	E	F	IRL	I	L	NL	A	P	S	UK
ALFA 145	111,6%	127,3%	107,6%	124,0%	100% MIN	113,0%	111,6%	109,1%	122,1%	112,5%	105,9%	129,8% MAX
ALFA 155	115,0%	127,3% MAX	111,2%	119,3%	100% MIN	111,0%	115,0%	110,6%	121,2%	106,2%	106,8%	126,3%
ALFA 164	126,8%	132,8% MAX	116,3%	132,1%	100% MIN	115,2%	126,8%	101,0%	131,0%	117,3%	106,2%	129,6%

FIAT GROUP/FIAT

	B	D	E	F	IRL	I	L	NL	A	P	S	UK
FIAT Cinquecento	103,6%	125,0% MAX	103,8%	106,9%	100% MIN	110,7%	103,6%	102,9%	120,2%	104,5%	XXX	114,7%
FIAT Punto	109,4%	126,3% MAX	107,2%	101,2%	100,8%	112,2%	109,4%	112,8%	124,8%	100% MIN	118,7%	115,3%
FIAT Bravo	110,2%	123,6%	114,1%	114,7%	100% MIN	124,1%	110,2%	109,2%	121,4%	110,6%	XXX	127,9% MAX
FIAT Marea	107,3%	117,1% MAX	103,4%	105,7%	XXX	110,2%	107,3%	100% MIN	113,0%	100,9%	XXX	XXX

FIAT GROUP/LANCIA

	B	D	E	F	IRL	I	L	NL	A	P	S	UK
LANCIA Y	111,7%	130,6% MAX	115,2%	122,0%	XXX	116,2%	111,7%	119,3%	114,6%	100% MIN	XXX	XXX
LANCIA Dedra	119,5%	129,5%	115,7%	133,0% MAX	XXX	117,9%	119,5%	111,4%	113,4%	100% MIN	XXX	XXX
LANCIA K	110,1%	114,9%	111,3%	116,3%	XXX	120,5% MAX	110,1%	100% MIN	115,7%	106,6%	XXX	XXX

FORD

	B	D	E	F	IRL	I	L	NL	A	P	S	UK
FORD Fiesta	104,0%	125,3%	119,2%	114,2%	115,4%	115,7%	104,0%	112,1%	123,2%	100% MIN	119,6%	126,8% MAX
FORD Escort	100% MIN	121,9% MAX	116,4%	111,0%	114,5%	115,9%	100% MIN	100,2%	109,0%	100,2%	120,7%	118,5%
FORD Mondeo	110,4%	122,3%	102,6%	114,1%	103,4%	124,6% MAX	110,4%	106,8%	121,4%	100% MIN	124,2%	110,1%
FORD Scorpio	100% MIN	107,7%	124,8% MAX	116,3%	110,2%	118,1%	100% MIN	100,6%	121,0%	118,7%	103,2%	119,8%

GM/OPEL

	B	D	E	F	IRL	I	L	NL	A	P	S	UK
OPEL Corsa	104,0%	112,4%	108,1%	102,6%	122,6%	110,5%	104,0%	111,5%	109,6%	100% MIN	117,7%	137,8% MAX
OPEL Astra	105,9%	111,6%	105,1%	103,4%	117,3%	104,3%	105,9%	107,7%	106,5%	100% MIN	113,7%	132,8% MAX
OPEL Vectra	110,2%	121,0% MAX	100% MIN	110,3%	109,4%	113,0%	110,2%	106,1%	119,3%	104,8%	117,7%	119,8%
OPEL Omega	108,8%	115,4%	109,9%	113,5%	107,6%	104,0%	108,8%	100% MIN	115,1%	120,4% MAX	109,7%	117,6%

MERCEDES-BENZ

	B	D	E	F	IRL	I	L	NL	A	P	S	UK
MERCEDES 180	109,1%	109,3%	103,2%	103,2%	106,5%	104,6%	108,6%	100% MIN	106,2%	102,2%	111,4% MAX	105,7%
MERCEDES 200	101,8%	100,7%	106,2%	102,3%	100% MIN	103,9%	103,4%	100,9%	103,0%	109,6% MAX	101,4%	100,6%
MERCEDES 320	103,9%	100% MIN	109,1%	108,1%	102,9%	108,8%	101,9%	107,6%	105,1%	113,0%	115,7% MAX	103,3%

PSA GROUP/CITROEN

	B	D	E	F	IRL	I	L	NL	A	P	S	UK
CITROEN Saxo	108,2%	124,8%	114,2%	126,0% MAX	XXX	112,1%	108,2%	109,1%	115,0%	100% MIN	XXX	120,4%
CITROEN ZX	117,0%	117,9%	118,1%	126,3% MAX	XXX	117,5%	117,0%	116,5%	109,2%	100% MIN	XXX	111,5%
CITROEN Xantia	119,9%	123,0%	112,3%	129,6% MAX	114,7%	116,6%	119,9%	104,2%	119,5%	100% MIN	109,6%	104,3%
CITRO Evasion	106,1%	111,0%	108,5%	121,4% MAX	112,5%	107,9%	106,1%	100% MIN	112,8%	XXX	115,7%	XXX

PSA GROUP/PEUGEOT

	B	D	E	F	IRL	I	L	NL	A	P	S	UK
PEUGEOT 106	106,3%	112,4%	105,2%	118,5%	112,1%	111,2%	106,3%	105,9%	111,0%	100% MIN	116,1%	121,9% MAX
PEUGEOT 306	108,3%	105,7%	104,7%	119,1%	101,8%	104,9%	108,3%	100% MIN	107,1%	100,8%	111,3%	119,3% MAX
PEUGEOT 406	111,0%	115,0%	108,2%	119,1% MAX	101,5%	113,7%	111,0%	100,4%	116,4%	100% MIN	111,9%	109,4%
PEUGEOT 806	110,5%	109,3%	115,0%	120,2% MAX	118,9%	113,7%	110,5%	100% MIN	106,9%	116,4%	118,6%	108,7%

RENAULT

	B	D	E	F	IRL	I	L	NL	A	P	S	UK
RENAULT Twingo	103,3%	104,0%	100,5%	113,4%	XXX	101,2%	103,3%	101,0%	108,7%	100% MIN	117,8% MAX	XXX
RENAULT Clio	103,0%	102,9%	107,4%	114,8% MAX	113,2%	105,1%	103,0%	106,6%	111,8%	100% MIN	XXX	112,0%
RENAULT Megane	102,3%	106,5%	110,3%	115,3%	106,7%	105,3%	102,3%	103,2%	106,4%	100% MIN	XXX	117,7% MAX
RENAULT Laguna	113,7%	113,8%	111,6%	121,7% MAX	113,7%	115,3%	113,7%	107,2%	119,7%	100% MIN	119,3%	113,8%
RENAULT Safrane	111,2%	121,8%	114,8%	118,4%	XXX	123,5%	111,2%	100% MIN	128,5% MAX	121,3%	XXX	111,4%
RENAULT Espace	100,3%	100,8%	105,6%	107,5%	110,5%	102,6%	100,3%	100,6%	100% MIN	114,2% MAX	XXX	108,9%

VOLVO

	B	D	E	F	IRL	I	L	NL	A	P	S	UK
VOLVO S40	113,8%	117,5%	104,6%	116,3%	100% MIN	113,8%	115,0%	100,2%	115,6%	119,9% MAX	117,4%	107,8%
VOLVO 850	111,0%	114,9%	107,9%	112,3%	101,2%	107,7%	111,8%	102,2%	116,1% MAX	114,7%	107,8%	100% MIN
VOLVO 960	107,3%	108,1%	111,8%	112,4%	105,8%	111,2%	107,8%	100,1%	111,3%	113,5% MAX	103,1%	100% MIN

VW GROUP / AUDI

	B	D	E	F	IRL	I	L	NL	A	P	S	UK
AUDI A4	111,2%	113,3%	101,6%	112,8%	114,6% MAX	100,7%	108,3%	102,8%	111,1%	110,1%	100% MIN	112,4%
AUDI A6	106,4%	106,1%	100,6%	102,3%	113,2% MAX	112,4%	101,3%	100,8%	106,4%	103,3%	100% MIN	102,3%

VW GROUP / SEAT

	B	D	E	F	IRL	I	L	NL	A	P	S	UK
SEAT Marbella	116,9%	117,1% MAX	100% MIN	114,0%	XXX	114,5%	110,5%	110,0%	XXX	XXX	XXX	XXX
SEAT Ibiza	104,8%	114,2% MAX	108,2%	107,1%	109,5%	104,2%	106,8%	104,4%	112,5%	100% MIN	105,5%	112,5%
SEAT Cordoba	105,8%	107,7%	110,0%	114,5% MAX	106,8%	104,5%	XXX	102,5%	106,3%	100% MIN	105,5%	XXX
SEAT Toledo	108,8%	112,8%	116,4%	118,4% MAX	118,3%	108,4%	115,1%	100% MIN	107,8%	115,7%	110,5%	111,9%

VW GROUP / VW

	B	D	E	F	IRL	I	L	NL	A	P	S	UK
VW Polo	116,1%	129,5%	114,1%	119,3%	130,6%	117,3%	112,5%	117,7%	119,8%	100% MIN	122,9%	131,1% MAX
VW Golf	110,6%	106,8%	100% MIN	104,2%	111,5%	108,4%	108,4%	101,8%	104,7%	102,6%	116,2%	121,1% MAX
VW Vento	105,2%	113,7%	115,2%	107,4%	116,6% MAX	114,4%	108,9%	100% MIN	107,4%	104,5%	113,2%	112,2%
VW Passat	109,3%	124,4% MAX	114,8%	107,9%	115,2%	111,9%	105,6%	100,9%	XXX	100% MIN	117,2%	111,8%

DAIHATSU

B	D	E	F	IRL	I	L	NL	A	P	S	UK
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DAIHATSU Charade	100% MIN	116,6% MAX	XXX	109,7%	XXX	XXX	107,4%	101,0%	100,8%	XXX	XXX	116,0%
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HONDA

B	D	E	F	IRL	I	L	NL	A	P	S	UK
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HONDA Civic	103,3%	120,2% MAX	116,2%	108,4%	107,2%	107,3%	103,3%	100% MIN	105,6%	109,8%	114,8%	115,3%
HONDA Accord	113,4%	118,8% MAX	106,9%	107,3%	111,6%	110,4%	113,4%	100% MIN	106,1%	107,1%	101,0%	115,9%

MAZDA

B	D	E	F	IRL	I	L	NL	A	P	S	UK
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MAZDA 121	107,8%	118,1% MAX	XXX	114,4%	117,6%	100% MIN	108,4%	105,8%	111,6%	XXX	XXX	114,1%
MAZDA 323	100% MIN	114,9%	111,1%	109,5%	111,5%	109,0%	100,4%	109,8%	110,2%	115,5%	XXX	118,8% MAX
MAZDA 626	100% MIN	108,5%	XXX	106,2%	105,7%	XXX	100,3%	100,2%	103,4%	XXX	112,5%	115,3% MAX

MITSUBISHI

B	D	E	F	IRL	I	L	NL	A	P	S	UK
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MITSUBISHI Colt	100,8%	107,6%	XXX	XXX	113,0%	XXX	100,8%	100% MIN	103,9%	118,0% MAX	XXX	116,8%
MITSUBISHI Carisma	107,3%	120,1% MAX	XXX	XXX	107,0%	110,4%	107,8%	100% MIN	114,7%	104,4%	111,3%	106,6%
MITSUBISHI Pajero	105,1%	106,0%	100,7%	100% MIN	135,7% MAX	108,5%	104,0%	119,0%	116,0%	101,9%	XXX	122,6%

NISSAN

	B	D	E	F	IRL	I	L	NL	A	P	S	UK
NISSAN Micra	100,3%	114,1%	100% MIN	107,3%	121,1% MAX	104,6%	100,3%	101,9%	103,5%	109,2%	106,4%	120,0%
NISSAN Almera	102,4%	115,3%	107,2%	110,9%	116,1%	111,9%	102,4%	100% MIN	107,4%	116,8%	121,7%	123,5% MAX
NISSAN Primera	101,7%	110,4%	103,9%	110,0%	112,9%	112,5%	101,7%	100% MIN	110,1%	115,3%	121,2% MAX	121,0%

SUBARU

	B	D	E	F	IRL	I	L	NL	A	P	S	UK
SUBARU Legacy	103,6%	110,4%	XXX	101,5%	116,7%	122,1% MAX	105,6%	100% MIN	117,4%	XXX	114,1%	116,9%

SUZUKI

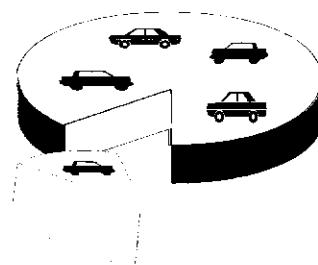
	B	D	E	F	IRL	I	L	NL	A	P	S	UK
SUZUKI Swift	106,6%	113,1%	XXX	102,7%	123,6% MAX	XXX	107,6%	100% MIN	112,7%	115,7%	XXX	113,8%
SUZUKI Baleno	111,3%	122,3% MAX	100% MIN	111,8%	111,4%	112,0%	112,0%	107,9%	115,5%	114,5%	117,3%	117,3%

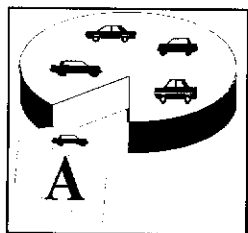
TOYOTA

	B	D	E	F	IRL	I	L	NL	A	P	S	UK
TOYOTA Starlet	100% MIN	114,1%	XXX	110,3%	126,6% MAX	XXX	100% MIN	102,0%	108,5%	106,0%	XXX	119,2%
TOYOTA Corolla	101,6%	107,0%	XXX	112,6%	113,4%	XXX	101,6%	100% MIN	107,7%	101,9%	100,9%	114,2% MAX
TOYOTA Carina	103,7%	112,4%	107,5%	109,6%	106,8%	107,5%	103,7%	100% MIN	109,4%	119,7% MAX	104,7%	106,4%

II

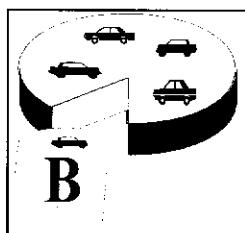
Por segmento
Per bilsegment
Nach Marktsegment
Ανά τμήμα
By segment
Per luokka
Par segment
Per segmento
Per segment
Por segmento
Per segment





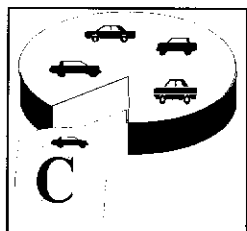
**SEGMENT A -- MINICOCHES / MINI BILER / KLEINSTWAGEN /
πολύ μικρά αυτοκίνητα / MINI CARS / PIENET AUTOT /
MINI-VOITURES / SUPERUTILITARIE / ZEER KLEINE AUTO'S /
MINI - CARROS / MINDRE SMÅBILAR**

SEGMENT A	B	D	E	F	IRL	I	L	NL	A	P	S	UK
FIAT Cinquecento	103,6%	125,0% MAX	103,8%	106,9%	100% MIN	110,7%	103,6%	102,9%	120,2%	104,5%	XXX	114,7%
RENAULT Twingo	103,3%	104,0%	100,5%	113,4%	XXX	101,2%	103,3%	101,0%	108,7%	100% MIN	117,8% MAX	XXX
SEAT Marbella	116,9%	117,1% MAX	100% MIN	114,0%	XXX	114,5%	110,5%	110,0%	XXX	XXX	XXX	XXX



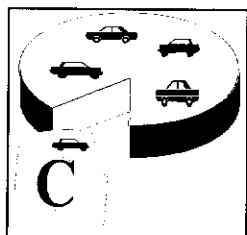
**SEGMENT B -- COCHES PEQUEÑOS / SMÅ BILER
/KLEINWAGEN/ μικρά αυτοκίνητα / SMALL CARS /
PIENEHKÖT AUTOT / PETITES VOITURES / UTILITAIRE /
KLEINE AUTO'S / CARROS PEQUENOS / SMÅBILAR**

SEGMENT B	B	D	E	F	IRL	I	L	NL	A	P	S	UK
CITROEN Saxo	108,2%	124,8%	114,2%	126,0% MAX	XXX	112,1%	108,2%	109,1%	115,0%	100% MIN	XXX	120,4%
FIAT Punto	109,4%	126,3% MAX	107,2%	101,2%	100,8%	112,2%	109,4%	112,8%	124,8%	100% MIN	118,7%	115,3%
FORD Fiesta	104,0%	125,3%	119,2%	114,2%	115,4%	115,7%	104,0%	112,1%	123,2%	100% MIN	119,6%	126,8% MAX
LANCIA Y	111,7%	130,6% MAX	115,2%	122,0%	XXX	116,2%	111,7%	119,3%	114,6%	100% MIN	XXX	XXX
OPEL Corsa	104,0%	112,4%	108,1%	102,6%	122,6%	110,5%	104,0%	111,5%	109,6%	100% MIN	117,7%	137,8% MAX
PEUGEOT 106	106,3%	112,4%	105,2%	118,5%	112,1%	111,2%	106,3%	105,9%	111,0%	100% MIN	116,1%	121,9% MAX
RENAULT Clio	103,0%	102,9%	107,4%	114,8% MAX	113,2%	105,1%	103,0%	106,6%	111,8%	100% MIN	XXX	112,0%
SEAT Ibiza	104,8%	114,2% MAX	108,2%	107,1%	109,5%	104,2%	106,8%	104,4%	112,5%	100% MIN	105,5%	112,5%
VW Polo	116,1%	129,5%	114,1%	119,3%	130,6%	117,3%	112,5%	117,7%	119,8%	100% MIN	122,9%	131,1% MAX
MAZDA 121	107,8%	118,1% MAX	XXX	114,4%	117,6%	100% MIN	108,4%	105,8%	111,6%	XXX	XXX	114,1%
MITSUBISHI Colt	100,8%	107,6%	XXX	XXX	113,0%	XXX	100,8%	100% MIN	103,9%	118,0% MAX	XXX	116,8%
NISSAN Micra	100,3%	114,1%	100% MIN	107,3%	121,1% MAX	104,6%	100,3%	101,9%	103,5%	109,2%	106,4%	120,0%
SUZUKI Swift	106,6%	113,1%	XXX	102,7%	123,6% MAX	XXX	107,6%	100% MIN	112,7%	115,7%	XXX	113,8%
TOYOTA Starlet	100% MIN	114,1%	XXX	110,3%	126,6% MAX	XXX	100% MIN	102,0%	108,5%	106,0%	XXX	119,2%



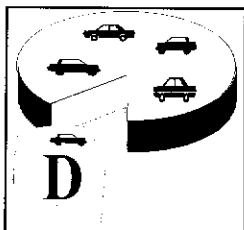
SEGMENT C -- COCHES MEDIANOS / MELLEMBILER / MITTELKLASSE / μεσαία αυτοκίνητα / MEDIUM CARS / KESKIKOKOISET AUTOT / VOITURES MOYENNES / MEDIE-INFERIORI / MEDIUM AUTO'S / CARROS MÉDIOS / MELLANSTORA BILAR

SEGMENT C	B	D	E	F	IRL	I	L	NL	A	P	S	UK
ALFA 145	111,6%	127,3%	107,6%	124,0%	100% MIN	113,0%	111,6%	109,1%	122,1%	112,5%	105,9%	129,8% MAX
CITROEN ZX	117,0%	117,9%	118,1%	126,3% MAX	XXX	117,5%	117,0%	116,5%	109,2%	100% MIN	XXX	111,5%
FIAT Bravo	110,2%	123,6%	114,1%	114,7%	100% MIN	124,1%	110,2%	109,2%	121,4%	110,6%	XXX	127,9% MAX
FORD Escort	100% MIN	121,9% MAX	116,4%	111,0%	114,5%	115,9%	100% MIN	100,2%	109,0%	100,2%	120,7%	118,5%
OPEL Astra	105,9%	111,6%	105,1%	103,4%	117,3%	104,3%	105,9%	107,7%	106,5%	100% MIN	113,7%	132,8% MAX
PEUGEOT 306	108,3%	105,7%	104,7%	119,1%	101,8%	104,9%	108,3%	100% MIN	107,1%	100,8%	111,3%	119,3% MAX
RENAULT Megane	102,3%	106,5%	110,3%	115,3%	106,7%	105,3%	102,3%	103,2%	106,4%	100% MIN	XXX	117,7% MAX
ROVER 214	100,8%	110,7%	100% MIN	114,4%	102,5%	105,5%	100,8%	100,3%	102,4%	107,2%	107,9%	119,9% MAX
SEAT Cordoba	105,8%	107,7%	110,0%	114,5% MAX	106,8%	104,5%	XXX	102,5%	106,3%	100% MIN	105,5%	XXX
SEAT Toledo	108,8%	112,8%	116,4%	118,4% MAX	118,3%	108,4%	115,1%	100% MIN	107,8%	115,7%	110,5%	111,9%
VW Golf	110,6%	106,8%	100% MIN	104,2%	111,5%	108,4%	108,4%	101,8%	104,7%	102,6%	116,2%	121,1% MAX
VW Vento	105,2%	113,7%	115,2%	107,4%	116,6% MAX	114,4%	108,9%	100% MIN	107,4%	104,5%	113,2%	112,2%
DAIHATSU Charade	100% MIN	116,6% MAX	XXX	109,7%	XXX	XXX	107,4%	101,0%	100,8%	XXX	XXX	116,0%



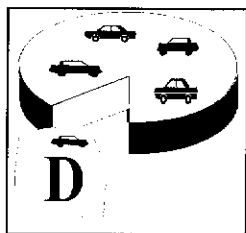
**SEGMENT C -- COCHES MEDIANOS / MELLEM BILER /
MITTELKLASSE / μεσαία αυτοκίνητα / MEDIUM CARS /
KESKIKOKOISET AUTOT / VOITURES MOYENNES / MEDIE-
INFERIORI / MEDIUM AUTO'S / CARROS MÉDIOS /
MELLANSTORA BILAR**

SEGMENT C	B	D	E	F	IRL	I	L	NL	A	P	S	UK
HONDA Civic	103,3%	120,2% MAX	116,2%	108,4%	107,2%	107,3%	103,3%	100% MIN	105,6%	109,8%	114,8%	115,3%
MAZDA 323	100% MIN	114,9%	111,1%	109,5%	111,5%	109,0%	100,4%	109,8%	110,2%	115,5%	XXX	118,8% MAX
NISSAN Almera	102,4%	115,3%	107,2%	110,9%	116,1%	111,9%	102,4%	100% MIN	107,4%	116,8%	121,7%	123,5% MAX
TOYOTA Corolla	101,6%	107,0%	XXX	112,6%	113,4%	XXX	101,6%	100% MIN	107,7%	101,9%	100,9%	114,2% MAX



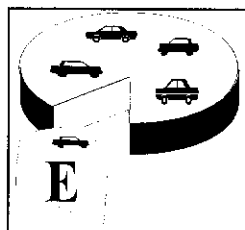
SEGMENT D -- COCHES GRANDES / STORE BILER / OBER MITTELKLASSE / μεγάλα αυτοκίνητα / LARGE CARS / SUURET AUTOT / FAMILIALES / MEDIE / GROTE AUTO'S / CARROS GRANDES / STÖRRE MELLANKLASS

SEGMENT D	B	D	E	F	IRL	I	L	NL	A	P	S	UK
ALFA 155	115,0%	127,3% MAX	111,2%	119,3%	100% MIN	111,0%	115,0%	110,6%	121,2%	106,2%	106,8%	126,3%
AUDI A4	111,2%	113,3%	101,6%	112,8%	114,6% MAX	100,7%	108,3%	102,8%	111,1%	110,1%	100% MIN	112,4%
BMW 316i	108,2%	112,4%	107,0%	109,3%	112,0%	103,9%	114,4%	100% MIN	114,0%	115,7% MAX	112,0%	112,5%
CITROEN Xantia	119,9%	123,0%	112,3%	129,6% MAX	114,7%	116,6%	119,9%	104,2%	119,5%	100% MIN	109,6%	104,3%
FORD Mondeo	110,4%	122,3%	102,6%	114,1%	103,4%	124,6% MAX	110,4%	106,8%	121,4%	100% MIN	124,2%	110,1%
LANCIA Dedra	119,5%	129,5%	115,7%	133,0% MAX	XXX	117,9%	119,5%	111,4%	113,4%	100% MIN	XXX	XXX
MERCEDES 180	109,1%	109,3%	103,2%	103,2%	106,5%	104,6%	108,6%	100% MIN	106,2%	102,2%	111,4% MAX	105,7%
OPEL Vectra	110,2%	121,0% MAX	100% MIN	110,3%	109,4%	113,0%	110,2%	106,1%	119,3%	104,8%	117,7%	119,8%
PEUGEOT 406	111,0%	115,0%	108,2%	119,1% MAX	101,5%	113,7%	111,0%	100,4%	116,4%	100% MIN	111,9%	109,4%
RENAULT Laguna	113,7%	113,8%	111,6%	121,7% MAX	113,7%	115,3%	113,7%	107,2%	119,7%	100% MIN	119,3%	113,8%
ROVER 414	108,1%	XXX	102,4%	118,0% MAX	100% MIN	104,0%	108,1%	XXX	113,5%	103,5%	XXX	116,5%
ROVER 620	104,1%	104,4%	102,3%	113,4% MAX	103,8%	106,2%	104,1%	100% MIN	105,1%	108,9%	XXX	112,6%
VOLVO S40	113,8%	117,5%	104,6%	116,3%	100% MIN	113,8%	115,0%	100,2%	115,6%	119,9% MAX	117,4%	107,8%
VW Passat	109,3%	124,4% MAX	114,8%	107,9%	115,2%	111,9%	105,6%	100,9%	XXX	100% MIN	117,2%	111,8%



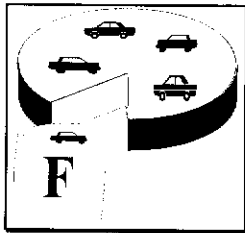
SEGMENT D -- COCHES GRANDES / STORE BILER / OBER MITTELKLASSE / μεγάλα αυτοκίνητα / LARGE CARS / SUURET AUTOT / FAMILIALES / MEDIE / GROTE AUTO'S / CARROS GRANDES / STÖRRE MELLANKLASS

SEGMENT D	B	D	E	F	IRL	I	L	NL	A	P	S	UK
HONDA Accord	113,4%	118,8% MAX	106,9%	107,3%	111,6%	110,4%	113,4%	100% MIN	106,1%	107,1%	101,0%	115,9%
MAZDA 626	100% MIN	108,5%	XXX	106,2%	105,7%	XXX	100,3%	100,2%	103,4%	XXX	112,5%	115,3% MAX
MITSUBISHI Carisma	107,3%	120,1% MAX	XXX	XXX	107,0%	110,4%	107,8%	100% MIN	114,7%	104,4%	111,3%	106,6%
NISSAN Primera	101,7%	110,4%	103,9%	110,0%	112,9%	112,5%	101,7%	100% MIN	110,1%	115,3%	121,2% MAX	121,0%
SUBARU Legacy	103,6%	110,4%	XXX	101,5%	116,7%	122,1% MAX	105,6%	100% MIN	117,4%	XXX	114,1%	116,9%
SUZUKI Baleno	111,3%	122,3% MAX	100% MIN	111,8%	111,4%	112,0%	112,0%	107,9%	115,5%	114,5%	117,3%	117,3%
TOYOTA Carina	103,7%	112,4%	107,5%	109,6%	106,8%	107,5%	103,7%	100% MIN	109,4%	119,7% MAX	104,7%	106,4%



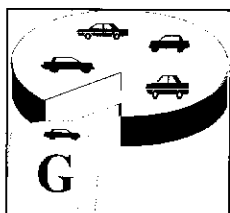
**SEGMENT E -- COCHES DE REPRESENTACIÓN /
REPRÉSENTATIONS BILER / OBERKLASSE / επίσημα
autokivnta / EXECUTIVE CARS / EDUSTUS AUTOT /
GRANDES ROUTIÉRES / SUPERIORI / EXECUTIVE AUTO'S /
CARROS DE REPRESENTAÇÃO / STORA BILAR**

SEGMENT E	B	D	E	F	IRL	I	L	NL	A	P	S	UK
ALFA 164	126,8%	132,8% MAX	116,3%	132,1%	100% MIN	115,2%	126,8%	101,0%	131,0%	117,3%	106,2%	129,6%
AUDI A6	106,4%	106,1%	100,6%	102,3%	113,2% MAX	112,4%	101,3%	100,8%	106,4%	103,3%	100% MIN	102,3%
BMW 520i	105,9%	105,4%	101,4%	107,0%	106,6%	105,0%	104,9%	100% MIN	107,9%	111,6% MAX	XXX	105,1%
FIAT Marea	107,3%	117,1% MAX	103,4%	105,7%	XXX	110,2%	107,3%	100% MIN	113,0%	100,9%	XXX	XXX
FORD Scorpio	100% MIN	107,7%	124,8% MAX	116,3%	110,2%	118,1%	100% MIN	100,6%	121,0%	118,7%	103,2%	119,8%
LANCIA K	110,1%	114,9%	111,3%	116,3%	XXX	120,5% MAX	110,1%	100% MIN	115,7%	106,6%	XXX	XXX
MERCEDES 200	101,8%	100,7%	106,2%	102,3%	100% MIN	103,9%	103,4%	100,9%	103,0%	109,6% MAX	101,4%	100,6%
OPEL Omega	108,8%	115,4%	109,9%	113,5%	107,6%	104,0%	108,8%	100% MIN	115,1%	120,4% MAX	109,7%	117,6%
RENAULT Safrane	111,2%	121,8%	114,8%	118,4%	XXX	123,5%	111,2%	100% MIN	128,5% MAX	121,3%	XXX	111,4%
VOLVO 850	111,0%	114,9%	107,9%	112,3%	101,2%	107,7%	111,8%	102,2%	116,1% MAX	114,7%	107,8%	100% MIN



SEGMENT F -- COCHES DE LUJO /LUKSUS BILER
/LUXUSKLASSE/ αυτοκίνητα πολυτελείας / LUXURY
CARS / LOISTO AUTOT / VOITURES PRESTIGIEUSES / LUSO /
LUXE AUTO'S / CARROS DE LUXO / LYXBILAR

SEGMENT F	B	D	E	F	IRL	I	L	NL	A	P	S	UK
BMW 730i	109,4%	110,3%	108,1%	111,4%	126,9% MAX	113,8%	108,6%	108,8%	112,5%	XXX	XXX	100% MIN
MERCEDES 320	103,9%	100% MIN	109,1%	108,1%	102,9%	108,8%	101,9%	107,6%	105,1%	113,0%	115,7% MAX	103,3%
VOLVO 960	107,3%	108,1%	111,8%	112,4%	105,8%	111,2%	107,8%	100,1%	111,3%	113,5% MAX	103,1%	100% MIN



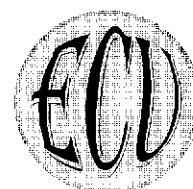
SEGMENT G -- TODO-TERRENOS, MONOVOLÚMENES Y COCHES DEPORTIVOS / MULTIFUNKTIONER OG SPORTSFORMÅL / MEHRZWECK, SPORTWAGEN / πολλαπλής ωφελείας και αθλητικής χρησιμότητας / MULTI PURPOSE AND SPORTS UTILITY / MONIKÄYTTÖ-JA URHEILUAUTOT / TOUT TERRAIN, MONOVOLUMES ET SPORTIVES / MONOVOLUME FUORISTRADA E MACHCHINE SPORTIVE / TERREIN-, MONOVOLUME- EN SPORTAUTO'S / TODO TERRENO - MONOVOLUMES E DESPORTIVOS / SPORT- OCH TERRÄNGBILAR

SEGMENT G	B	D	E	F	IRL	I	L	NL	A	P	S	UK
CITRO Evasion	106,1%	111,0%	108,5%	121,4% MAX	112,5%	107,9%	106,1%	100% MIN	112,8%	XXX	115,7%	XXX
LAND ROVER Discovery	123,1% MAX	119,7%	106,2%	121,0%	117,9%	106,8%	123,1% MAX	107,5%	116,4%	100% MIN	XXX	123,0%
PEUGEOT 806	110,5%	109,3%	115,0%	120,2% MAX	118,9%	113,7%	110,5%	100% MIN	106,9%	116,4%	118,6%	108,7%
RENAULT Espace	100,3%	100,8%	105,6%	107,5%	110,5%	102,6%	100,3%	100,6%	100% MIN	114,2% MAX	XXX	108,9%
RANGE ROVER V8i	101,9%	110,5%	100% MIN	105,4%	102,9%	105,8%	101,9%	108,9%	112,7% MAX	101,9%	111,1%	109,6%
ROVER MGF	105,8%	100,9%	100,6%	106,3%	103,6%	108,8%	105,8%	108,0%	100% MIN	103,8%	113,0% MAX	106,1%
MITSUBISHI Pajero	105,1%	106,0%	100,7%	100% MIN	135,7% MAX	108,5%	104,0%	119,0%	116,0%	101,9%	XXX	122,6%

III

ECU
1/11/1996

Importe en moneda nacional por un ECU
Modværdien i national valuta for en ECU
Betrag in nationaler Währung für eine ECU
Ποσό σε εθνικό νομισμα σε ECU
Currency amount for one ECU
Kansallisen valuutan määrä yhtä ECU:a kohti
Montant en monnaie nationale pour un ECU
Importo in moneta nazionale per uno ECU
Bedrag in nationale valuta voor één ECU
Montante na moeda nacional para um ECU
Valutabelopp för en ECU

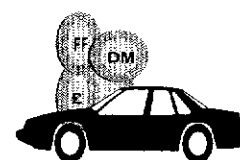


ATS (ÖS)	Östrigske schilling Chelin austriaco Αυστριακό σελίνι Xelim austriaco	Österreichischer Schilling Itävallan shillinki Scellino austriaco Österrikiska schilling	Austrian schilling Schilling autrichien Oostenrijkse schilling	13,5663
BEF (BFR)	Belgiske francs Franco belga Φράγκο Βελγίου Franco belga	Belgischer Franc Belgian frangi Franco belga Belgiska franc	Belgian franc Franc belge Belgische frank	39,7381
DEM (DM)	Tyske mark Marco alemán Γερμανικό μάρκο Marco alemão	Deutsche Mark Saksan markka Marco tedesco Tyska mark	German mark Mark allemand Duitse mark	1,92897
DKK (DKR)	Danske kroner Corona danesa Δανική κορόνα Coroa dinamarquesa	Dänische Krone Tanskan kruunu Corona danese Danska kronor	Danish krone Couronne danoise Deense kroon	7,41046
ESP (PTA)	Spanske pesetas Peseta española Ισπανική πεσέετα Peseta espanhola	Spanische Peseta Espanjan peseta Peseta spagnola Spanska pesetas	Spanish peseta Peseta espagnole Spaanse peseta	162,394
FIM (FMK)	Finske mark Marco finlandés Φινλανδικό μάρκο Marca finlandesa	Finnmark Suomen markka Markka finlandese Finska mark	Finnish markka Mark finlandais Finse mark	5,77992
FRF (FF)	Franske francs Franco francés Γαλλικό φράγκο Franco français	Französischer Franc Ranskan frangi Franco francese Franska franc	French franc Franc français Franse frank	6,51354
GBP (UKL)	Pund sterling Libra esterlina Αίρα στερλίνα Libra esterlina	Pfund Sterling Sterling punta Sterlina inglesa Pund sterling	Pound sterling Livre sterling Pond sterling	0,775744

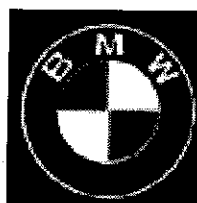
GRD (DR)	Græske drakmer Dracma griega Δραχμή Dracma grega	Griechische Drachme Kreikan drakma Dracma greca Grekiska drakmer	Greek drachma Drachme grecque Griekse drachme 302,958
IEP (IRL)	Irske pund Libra irlandesa Ιρλανδική λίρα Libra irlandesa	Irishes Pfund Irlannin punta Sterlina irlandese Irländska pund	Irish pound Livre irlandaise Iers pond 0,777692
ITL (LIT)	Italienske lire Lira italiana Ιταλική λίρα Lira italiana	Italienische Lira Italian liira Lira italiana Italienska lire	Italian lira Lire italienne Italiaanse lire 1927,71
LUF (LFR)	Luxembourgske francs Franco luxemburgués Φράγκο Λουξεμβούργου Franco luxemburgués	Luxemburgischer Franc Luxemburgin frangi Franco lussemburghese Luxemburgska franc	Luxembourg franc Franc luxembourgeois Luxemburgse frank 39,7381
NLG (HFL)	Nederlandske gylde Florin neerlandés Ολλανδικό φιορίνι Florim neerlandés	Holländischer Gulden Alankomaiden guldeni Fiorino olandese Nederländska gulden	Netherlands guilder Florin néerlandais Nederlandse gulden 2,16263
PTE (ESC)	Portugisiske escudos Escudo portugués Πορτογαλικό εσκούδο Escudo português	Portugiesischer Escudo Portugalin escudo Scudo portoghese Portugisiska escudos	Portuguese escudo Escudo portugais Portugese escudo 195,017
SEK (SKR)	Svenske kronor Corona sueca Σουηδική κορόνα Coroa sueca	Schwedische Krone Ruotsin kruunu Corona svedese Svenska kronor	Swedish crown Couronne suédoise Zweedse kroon 8,35818

IV

Tablas de Precios de los Constructores
Tabeller fra. Fabrikanterne
Preisübersichten der Hersteller
Πίνακες με τις τιμές των κατασκευαστών
Manufacturer Price tables
Valmistajan hintataulukot
Tableaux de prix des constructeurs
Tabella dei prezzi fornita dei fabbricanti
Fabrieksprijs tabel
Tabelas dos constructores
Tabell över tillverkarpriser



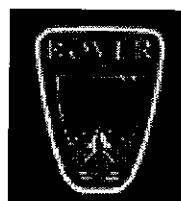
B M W GROUP



BMW



LAND ROVER



ROVER

B M W GROUP



BMW

Manufacturer: BMW AG

Date: Nov 1st, 1996

316i 4dr 1596 cm3	B		D		E		F		IRL		I	
	Bfrs		DM		1000 Ptas		FF		IRE		1000 Lit	
	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Retail Price	805.717	665.882	38.600	33.565	3.309	2.690	132.997	110.279	20.755	13.492	36.923	31.028
Price Index	105,9	108,2	104,5	112,4	106,4	107,0	106,6	109,3	139,3	112,0	100,0	103,9
Major Options - air conditioning - automatic gearbox - power steering - ABS - airbag	83.006	68.600	3.300	2.870	229	186	15.621	12.953	2.100	1.365	S	S
	72.358	59.800	3.150	2.739	264	215	8.000	6.633	1.600	1.040	3.150	2.647
	S	S	S	S	S	S	S	S	S	S	S	S
	S	S	S	S	S	S	S	S	S	S	S	S
	S	S	S	S	S	S	S	S	S	S	S	S
Right-hand Drive	21.686	17.923	1.000	870	90	73	3.543	2.938	-	-	1.035	869
Other Information - warranty condition - free roadside assistance - delivery costs included	1 year yes yes		1 year yes no		1 year yes yes		1 year yes no		1 year yes no		3 years yes yes	

- Prices are based on recommended retail prices adjusted for equipment differences effective on Nov 1.
Final prices are set by dealers
- Major options: S (standard), Option price, NA (not available)

Manufacturer: BMW AG

Date: Nov 1st, 1996

316i 4dr 1596 cm3	L		NL		A		P		S		UK	
	Bfrs		Hfl		OS		1000 Esc		SKR		£	
	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Retail Price	809.500	703.913	50.882	33.492	313.400	239.603	5.108	3.495	183.020	145.001	15.876	13.512
Price Index	106,4	114,4	122,8	100,0	120,6	114,0	136,7	115,7	114,3	112,0	106,9	112,5
Major Options												
- air conditioning	72.100	62.696	5.975	3.672	27.337	20.900	S	S	21.304	17.043	1.745	1.485
- automatic gearbox	70.000	60.870	4.850	2.981	27.000	20.270	NA	NA	NA	NA	1.040	885
- power steering	S	S	S	S	S	S	S	S	S	S	S	S
- ABS	S	S	S	S	S	S	S	S	S	S	S	S
- airbag	S	S	S	S	S	S	S	S	S	S	S	S
Right-hand Drive	20.611	17.923	1.587	975	8.003	6.119	103	88	4.712	3.770	-	-
Other Information												
- warranty condition	1 year	yes	1 year	yes	1 year	yes	3 years	yes	3 years	yes	1 year	yes
- free roadside assistance	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
- delivery costs included	yes	yes	no	no	yes	yes	yes	yes	yes	yes	no	no

- Prices are based on recommended retail prices adjusted for equipment differences effective on Nov 1.
Final prices are set by dealers

- Major options: S (standard), Option price, NA (not available)

0030

Manufacturer: BMW AG

Date: Nov 1st, 1996

520i 4dr 1991 cm3	B		D		E		F		IRL		I	
	Bfrs		DM		1000 Ptas		FF		IR£		1000 Lit	
	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Retail Price	1.214.451	1.003.679	55.750	48.478	5.025	3.926	200.379	166.152	30.427	19.779	57.421	48.253
Price Index	106,3	105,9	100,5	105,4	107,6	101,4	107,0	107,0	136,1	106,6	103,6	105,0
Major Options - air conditioning - automatic gearbox - power steering - ABS - airbag	93.049	76.900	3.700	3.217	S	S	13.055	10.825	2.350	1.528	S	S
	91.718	75.800	3.900	3.391	372	291	12.500	10.365	2.000	1.300	4.510	3.790
	S	S	S	S	S	S	S	S	S	S	S	S
	S	S	S	S	S	S	S	S	S	S	S	S
	S	S	S	S	S	S	S	S	S	S	S	S
Right-hand Drive	21.686	17.923	1.000	870	94	73	3.543	2.938	-	-	1.035	869
Other Information - warranty condition - free roadside assistance - delivery costs included	1 year yes yes		1 year yes no		1 year yes yes		1 year yes no		1 year yes no		3 years yes yes	

- Prices are based on recommended retail prices adjusted for equipment differences effective on Nov 1.
- Final prices are set by dealers
- Major options: S (standard), Option price, NA (not available)

0031

Manufacturer: BMW AG

Date: Nov 1st, 1996

	L		NL		A		P		S		UK	
	Bfrs		Hfl		ÖS		1000 Esc		Sfr		£	
	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
520i 4dr 1991 cm3												
Retail Price	1.142.746	993.692	80.309	51.579	469.226	349.127	8.126	5.190			22.839	19.437
Price Index	100,0	104,8	129,1	100,0	120,3	107,9	144,9	111,6			102,4	105,1
Major Options												
- air conditioning	80.800	70.261	6.950	4.272	33.600	25.000	S	S			1.825	1.553
- automatic gearbox	75.000	65.217	5.950	3.657	36.000	26.316	NA	NA			1.220	1.038
- power steering	S	S	S	S	S	S	S	S			S	S
- ABS	S	S	S	S	S	S	S	S			S	S
- airbag	S	S	S	S	S	S	S	S			S	S
Right-hand Drive	20.611	17.923	1.587	975	8.223	6.119	103	88			-	-
Other Information												
- warranty condition	1 year	yes	1 year	yes	1 year	yes	3 years	yes			1 year	yes
- free roadside assistance	yes	yes	no	no	yes	yes	yes	yes			no	no
- delivery costs included												

- Prices are based on recommended retail prices adjusted for equipment differences effective on Nov 1.

Final prices are set by dealers

- Major options: S (standard), Option price, NA (not available)

0033

Manufacturer: BMW AG

Date: Nov 1st, 1996

735i 4dr 3498 cm3	B		D		E		F		IRL		I	
	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
	Bfrs		DM		1000 Ptas		FF		Ir€		1000 Lit	
Retail Price	2.074.952	1.714.837	96.500	83.913	8.862	6.923	345.136	286.182	64.469	38.943	102.985	86.542
Price Index	112,6	109,4	107,9	110,3	117,7	108,0	114,3	111,4	179,3	127,2	115,2	113,8
Major Options - air conditioning - automatic gearbox - power steering - ABS - airbag	65.340	54.000	2.600	2.261	S	S	S	S	S	S	S	S
	98.736	81.600	4.200	3.652	452	353	14.300	11.857	S	S	5.000	4.202
	S	S	S	S	S	S	S	S	S	S	S	S
	S	S	S	S	S	S	S	S	S	S	S	S
Right-hand Drive	32.505	26.863	1.500	1.304	141	110	5.310	4.403	-	-	1.551	1.303
Other Information - warranty condition - free roadside assistance - delivery costs included	1 year yes yes		1 year yes no		1 year yes yes		1 year yes no		1 year yes no		3 years yes yes	

- Prices are based on recommended retail prices adjusted for equipment differences effective on Nov 1.

Final prices are set by dealers

- Major options: S (standard), Option price, NA (not available)

00333

Manufacturer: BMW AG

Date: Nov 1st, 1996

	L		NL		A		P		S		UK	
	Bfrs		Hfl		OS		Esc		Skr		£	
	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
735i 4dr 3498 cm3												
Retail Price	1.958.146	1.702.736	147.465	92.855	837.924	601.957					35.964	30.608
Price Index	106,3	108,6	147,1	108,8	133,2	112,5					100,0	100,0
Major Options												
- air conditioning	S	S	5.852	3.597	24.360	17.500					S	S
- automatic gearbox	90.000	78.261	S	S	36.000	25.862					S	S
- power steering	S	S	S	S	S	S					S	S
- ABS	S	S	S	S	S	S					S	S
- airbag	S	S	S	S	S	S					S	S
Right-hand Drive	30.893	26.863	2.379	1.462	12.766	9.171					-	-
Other Information												
- warranty condition	1 year	1 year	1 year	1 year	1 year	1 year					1 year	1 year
- free roadside assistance	yes	yes	yes	yes	yes	yes					yes	yes
- delivery costs included	yes	yes	no	no	yes	yes					no	no

- Prices are based on recommended retail prices adjusted for equipment differences effective on Nov 1.

Final prices are set by dealers

- Major options: S (standard), Option price, NA (not available)

0024

B M W GROUP

LAND ROVER



Manufacturer : Rover Cars		Belgium		Germany		Spain		France		Ire		Italy	
Discovery : 5 Door TDH		BFR		Dmks		Pias		FFr		Ir £		Lira	
Currency		Incl tax	Excl tax	Incl tax	Excl tax	Incl tax	Excl tax	Incl tax	Excl tax	Incl tax	Excl tax	Incl tax	Excl tax
Recommended Retail Price		1,170,338	967,221	52,478	45,633	4,262,183	3,409,747	187,937	155,835	29,135	18,127	48,425,874	40,694,011
Pricing index (excluding taxation)		117.2	123.1	108.3	119.7	104.5	106.2	114.8	121.0	149.1	117.9	100.0	106.8
Pricing index (including taxation)													
Major options :													
• air conditioning		71,100	58,760	2,950	2,465	Std	Std	11,500	9,696	1,870	1,163	Std	Std
• automatic gearbox		65,000	53,719	2,950	2,565	263,000	210,400	10,500	8,833	1,656	1,070	2,948,000	2,477,311
• power assisted steering		Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std
• driver's side airbag		29,500	24,380	Std	Std	126,000	100,800	5,500	4,637	765	476	n/a	n/a
• anti-lock brakes		77,150	63,760	2,950	2,565	218,400	179,016	9,950	8,390	1,395	868	3,006,000	2,526,050
Right-hand drive supplement		15,491	12,802	715	621	65,397	52,318	2,531	2,099	303	251	739,038	621,041
Other information :													
• warranty conditions		1		1		1		1		1		1	
• free roadside assistance		yes		yes		yes		yes		yes		yes	
• delivery charges include		yes		no		yes		yes		no		no	

* Prices are based on recommended retail prices, adjusted for equipment differences, effective on 1st Nov 1996. Final prices are set by dealers.

* Description : general variant description shows European detail (including the number of doors). Where different, the U.K. description is shown in brackets.

* Major options : Std = Standard, n/a = not available, price = price of option.

Manufacturer : Land Rover		Luxembourg		Netherlands		Austria		Portugal		Sweden		United Kingdom	
Discovery : 5 Door TDi		LFr		DGldrs		Sch		Eac		SKr		£	
Currency		Incl tax	Excl tax	Incl tax	Excl tax	Incl tax	Excl tax	Incl tax	Excl tax	Incl tax	Excl tax	Incl tax	Excl tax
Recommended Retail Price		1,112,305	967,221	78,665	45,964	423,392	312,236	5,061,839	3,855,106	0	0	22,155	18,855
Pricing index (excluding taxation)		111.4	123.1	144.8	107.5	124.2	116.4	103.3	100.0	0.0	0.0	113.7	122.9
Pricing index (including taxation)													
Major options :													
• air conditioning		37,855	32,917	5,500	3,380	27,300	20,313	Sid	Sid	n/a	n/a	1,374	1,169
• automatic gearbox		62,033	53,942	4,600	2,827	29,200	21,726	371,094	317,094	n/a	n/a	1,500	1,277
• power assisted steering		Sid	Sid	Sid	Sid	Sid	Sid	Sid	Sid	n/a	n/a	Sid	Sid
• driver's side airbag		28,154	24,481	2,350	1,444	15,300	11,384	150,000	128,205	n/a	n/a	570	485
• anti-lock brakes		73,628	64,024	3,995	2,455	25,000	18,601	260,000	222,222	n/a	n/a	995	847
Right-hand drive supplement		14,723	12,802	1,193	697	5,926	4,370	82,494	62,828	n/a	0	294	250
Other information :													
• warranty conditions	no of years	1	1	1	1	1	1	1	1	n/a	n/a	1	1
• free roadside assistance	yes/no	yes	yes	yes	yes	yes	yes	yes	yes	n/a	n/a	yes	yes
• delivery charges include	yes/no	yes	yes	no	no	no	no	yes	yes	n/a	n/a	no	no

* Prices are based on recommended retail prices, adjusted for equipment differences, effective on 1st Nov 1996. Final prices are set by dealers.

* Description : general variant description shows European detail (including the number of doors). Where different, the U.K. description is shown in brackets.

* Major options : Sid = Standard, n/a = not available, price = price of option.

0037

Manufacturer : Rover Cars													
Range Rover : V8i SE 4 Door		Belgium		Germany		Spain		France		Eire		Italy	
Currency		BFR		Dnks		Ptas		FFr		Ir £		Lire	
		Incl tax	Excl tax	Incl tax	Excl tax	Incl tax	Excl tax	Incl tax	Excl tax	Incl tax	Excl tax	Incl tax	Excl tax
Recommended Retail Price		1,918,119	1,585,222	96,011	83,488	8,138,504	6,358,207	324,103	268,742	54,822	31,344	95,020,750	79,849,370
Pricing index (excluding taxation)		105.2	101.9	108.5	110.5	109.2	100.0	108.5	105.4	153.6	102.9	107.4	105.8
Pricing index (including taxation)													
Major options :													
* air conditioning		Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std
* automatic gearbox		91,730	75,826	4,030	3,504	330,000	257,813	13,000	10,540	1,990	1,202	0	0
* power assisted steering		Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std
* driver's side airbag		Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std
* anti-lock brakes		Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std
Right-hand drive supplement		15,491	12,802	715	621	66,967	52,318	2,531	2,099	438	251	739,038	621,041
Other information :													
* warranty conditions	no. of years	1		1		1		1		1		1	
* free roadside assistance	yes/no	yes		yes		yes		yes		yes		yes	
* delivery charges include	yes/no	no		no		yes		yes		no		no	

* Prices are based on recommended retail prices, adjusted for equipment differences, effective on 1st Nov 1996. Final prices are set by dealers.

* Description : general variant description shows European detail (including the number of doors). Where different, the U.K. description is shown in brackets.

Major options : Std = Standard, n/a = not available, price = price of option.

Manufacturer : Land Rover		Luxembourg		Netherlands		Austria		Portugal		Sweden		United Kingdom	
Range Rover : V8i SE 4 Door		LFr		DGldrs		Sch		Esc		SKr		£	
Currency		Incl tax	Excl tax	Incl tax	Excl tax	Incl tax	Excl tax	Incl tax	Excl tax	Incl tax	Excl tax	Incl tax	Excl tax
Recommended Retail Price		1,823,006	1,585,222	152,538	92,224	833,283	598,623	10,165,960	7,782,542	475,409	363,601	39,100	33,277
Pricing index (excluding taxation)			101.9		108.9		112.7		101.9		111.1		109.5
Pricing index (including taxation)		100.0		153.7		133.9		113.6		124.0		109.8	
Major options :													
* air conditioning		Std	Std	Std	Std	40,000	29,240	Std	Std	Std	Std	Std	Std
* automatic gearbox		86,039	76,141	5,700	3,380	40,000	29,240	380,000	315,384	16,500	14,667	1,500	1,277
* power assisted steering		Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std
* driver's side airbag		Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std
* anti-lock brakes		Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std
Right-hand drive supplement		14,723	12,802	1,153	697	6,084	4,370	82,069	62,828	3,521	2,693	294	250
Other information :													
* warranty conditions	no of years	1		1	1			1		1		1	
* free roadside assistance	yes/no	yes		yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
* delivery charges include	yes/no	no		no	no	no	no	no	no	no	no	no	no

* Prices are based on recommended retail prices, adjusted for equipment differences, effective on 1st Nov 1996. Final prices are set by dealers.

* Description : general variant description shows European detail (including the number of doors). Where different, the U.K. description is shown in brackets.

* Major options : Std = Standard, n/a = not available, price = price of option.

Manufacturer : Rover Cars													
MGF 1.8 Core		Belgium		Germany		Spain		France		Ireland		Italy	
Currency		BFR		DMks		Ptas		FFr		Ir £		Lira	
Incl tax	Excl tax	Incl tax	Excl tax	Incl tax	Excl tax	Incl tax	Excl tax	Incl tax	Excl tax	Incl tax	Excl tax	Incl tax	Excl tax
885,665	731,955	38,961	33,879	3,641,838	2,845,186	145,407	120,370	21,587	14,033	43,451,191	36,513,606		
110.3	105.8	100.0	100.9	111.0	100.6	110.5	106.3	137.4	103.6	111.6	108.8		
Pricing index (excluding taxation)													
Pricing index (including taxation)													
Major options :													
• air conditioning		61,000	50,413	2,500	2,174	174,000	135,938	10,800	8,926	n/a	n/a	3,080,000	2,588,235
• anti-lock brakes		46,000	38,017	Std	Std	207,500	162,109	9,250	7,643	950	618	2,260,000	1,899,160
• power assisted steering		Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std
• Passenger airbag		20,500	16,942	650	565	74,500	58,203	2,575	2,128	395	257	980,000	823,529
• Hard top		56,000	46,281	2,500	2,174	n/a	n/a	n/a	n/a	1,275	829	3,080,000	2,588,235
Right-hand drive supplement													
15,491	12,802	715	621	66,967	52,318	2,531	2,099	386	251	739,038	621,041		
Other information :													
• warranty conditions		1	1	1	1	1	1	1	1	1	1	1	1
• free roadside assistance		yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
• delivery charges include		yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
no. of years		yes/no	yes/no	yes/no	yes/no	yes/no	yes/no	yes/no	yes/no	yes/no	yes/no	yes/no	yes/no
yes/no		yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
yes/no		yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes

• Prices are based on recommended retail prices, adjusted for equipment differences, effective on 1st Nov 1996. Final prices are set by dealers.

• Description : general variant description shows European detail (including the number of doors). Where different, the U.K. description is shown in brackets.

• Major options : Std = Standard, n/a = not available, price = price of option.

Manufacturer : Rover Cars		Luxembourg		Netherlands		Austria		Portugal		Sweden		United Kingdom	
MGF 1.8 Core													
Currency		LFr		DGldrs		Sch		Esc		SKr		£	
		Incl tax	Excl tax	Incl tax	Excl tax	Incl tax	Excl tax	Incl tax	Excl tax	Incl tax	Excl tax	Incl tax	Excl tax
Recommended Retail Price		841,748	731,955	62,730	40,679	308,987	236,228	5,287,017	3,525,328	207,159	164,429	16,846	14,337
Pricing index (excluding taxation)		104.9	105.8	143.6	108.0	112.8	100.0	134.2	103.8	122.7	113.0	107.5	106.1
Pricing index (including taxation)													
Major options :													
* air conditioning		57,975	50,413	5,000	3,073	20,700	15,826	std	std	11,687	9,350	n/a	n/a
* anti-lock brakes		43,719	38,017	3,500	2,151	Std	Std	241,100	206,068	8,220	6,574	650	553
* power assisted steering		Std	Std	Std	Std	Std	Std	Std	Std	std	std	550	468
* Passenger airbag		19,483	16,942	1,250	768	6,200	4,740	91,000	77,778	3,650	2,922	345	294
* Hard top		53,223	46,281	n/a	n/a	20,700	15,826	268,000	229,060	14,600	11,687	1,095	932
Right-hand drive supplement		14,723	12,802	1,134	697	5,245	4,370	73,508	62,828	3,366	2,693	294	250
Other information :													
* warranty conditions	no of years	1		1		1		1		2		1	
* free roadside assistance	yes/no	yes		yes		yes		yes		yes		yes	
* delivery charges include	yes/no	yes		no		yes		no		yes		no	

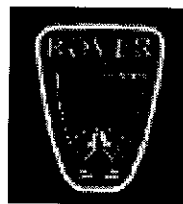
* Prices are based on recommended retail prices, adjusted for equipment differences, effective on 1st Nov 1996. Final prices are set by dealers.

* Description : general variant description shows European detail (including the number of doors). Where different, the U.K. description is shown in brackets.

* Major options : Std = Standard, n/a = not available, price = price of option.

B M W GROUP

ROVER



Manufacturer : Rover Cars		Belgium		Germany		Spain		France		Eire		Italy	
Rover 200 : 214 Si 5 Door													
Currency		BFR		Dmks		Ptas		FFr		Ir £		Lira	
		Incl tax	Excl tax	Incl tax	Excl tax	Incl tax	Excl tax	Incl tax	Excl tax	Incl tax	Excl tax	Incl tax	Excl tax
Recommended Retail Price		552,283	456,432	27,976	24,327	2,275,107	1,849,680	102,362	84,877	13,884	9,078	27,532,080	23,153,008
Pricing index (excluding taxation)		105.2	100.8	109.8	110.7	106.1	100.0	119.0	114.4	135.1	102.4	108.2	105.4
Pricing index (including taxation)													
Major options :													
* air conditioning		60,600	50,083	2,250	1,957	174,000	141,463	8,500	7,025	1,020	667	2,500	2,101
* automatic gearbox		n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
* power assisted steering		Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std
* Passenger airbag		20,200	16,694	Std	Std	71,000	57,724	2,250	1,860	360	235	550,000	462,185
* anti-lock brakes		45,500	37,603	1,600	1,391	182,000	147,967	7,200	5,950	980	641	2,000,000	1,680,672
Right-hand drive supplement		15,491	12,802	715	621	64,351	52,318	2,531	2,099	383	251	739,038	621,041
Other information :													
* warranty conditions	no. of years	1	1	1	1	1	1	1	1	1	1	1	1
* free roadside assistance	yes/no	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
* delivery charges include	yes/no	yes	yes	no	no	yes	yes	no	no	no	no	no	no

- * Prices are based on recommended retail prices, adjusted for equipment differences, effective on 1st Nov 1996. Final prices are set by dealers.
- * Description : general variant description shows European detail (including the number of doors). Where different, the U.K. description is shown in brackets.
- * Major options : Std = Standard, n/a = not available, price = price of option.

Manufacturer : Rover Cars		Luxembourg		Netherlands		Austria		Portugal		Sweden		United Kingdom	
Rover 200 : 214 St 5 Door		LFr		DGldrs		Sch		Eac		SKr		£	
Currency		Incl tax	Excl tax	Incl tax	Excl tax	Incl tax	Excl tax	Incl tax	Excl tax	Incl tax	Excl tax	Incl tax	Excl tax
Recommended Retail Price		524,897	456,432	36,422	24,700	204,173	158,245	3,464,100	2,380,035	129,974	102,679	12,446	10,592
Pricing index (excluding taxation)		100.0	100.8	127.5	100.3	113.9	102.4	134.5	107.1	117.7	107.9	121.4	119.8
Pricing index (including taxation)													
Major options :													
* air conditioning		57,595	50,083	n/a	n/a	n/a	n/a	228,400	195,214	12,326	9,861	n/a	n/a
* automatic gearbox		n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
* power assisted steering		Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std
* Passenger airbag		19,198	16,694	900	553	Std	Std	60,900	52,051	4,100	3,280	395	336
* anti-lock brakes		43,244	37,603	2,995	1,841	14,200	11,006	177,600	151,795	7,715	6,172	495	421
Right-hand drive supplement		14,723	12,802	1,134	697	5,245	4,370	91,445	62,828	3,366	2,693	294	250
Other information :													
* warranty conditions	no of years	1		1		1		1		2		1	
* free roadside assistance	yes/no	yes		yes		yes		yes		yes		yes	
* delivery charges include	yes/no	yes		no		yes		no		yes		no	

* Prices are based on recommended retail prices, adjusted for equipment differences, effective on 1st Nov 1996. Final prices are set by dealers.

* Description : general variant description shows European detail (including the number of doors). Where different, the U.K. description is shown in brackets.

* Major options : Std = Standard, n/a = not available, price = price of option.

Manufacturer : Rover Cars													
Rover 400 : 414 1.5 Door		Belgium		Germany		Spain		France		Ireland		Italy	
Currency		BFR		DMks		Ptas		FFr		Ir £		Lira	
		Incl tax	Excl tax	Incl tax	Excl tax	Incl tax	Excl tax	Incl tax	Excl tax	Incl tax	Excl tax	Incl tax	Excl tax
Recommended Retail Price		628,913	519,762	N/A	N/A	2,475,649	2,012,723	112,145	92,989	14,389	9,409	28,871,941	24,262,135
Pricing index (excluding taxation)		105.7	108.2	N/A	N/A	101.8	102.5	114.9	118.0	123.5	100.0	100.0	104.1
Pricing index (including taxation)													
Major options :													
* air conditioning		61,200	50,579	n/a	n/a	175,000	142,276	9,500	7,851	1,020	667	2,819,000	2,368,908
* automatic gearbox		n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
* Passenger airbag		20,400	16,860	n/a	n/a	72,000	58,537	2,300	1,901	360	235	666,000	559,664
* anti-lock brakes		46,000	38,017	n/a	n/a	200,000	162,602	8,600	7,107	980	641	2,255,000	1,894,958
Right-hand drive supplement		15,491	12,802	N/A	N/A	64,351	52,318	2,531	2,099	383	251	739,038	621,041
Other information :													
* warranty conditions	no. of years	1		n/a	n/a	1	1	1	1	1	1	1	1
* free roadside assistance	yes/no	yes		n/a	n/a	yes	yes	yes	yes	yes	yes	yes	yes
* delivery charges include	yes/no	yes		n/a	n/a	yes	yes	no	no	no	no	no	no

* Prices are based on recommended retail prices, adjusted for equipment differences, effective on 1st Nov 1996. Final prices are set by dealers.

* Description : general variant description shows European detail (including the number of doors). Where different, the U.K. description is shown in brackets.

* Major options : Std - Standard, n/a - not available, price - price of option.

Manufacturer : Rover Cars																			
Rover 400 : 414 1.5 Door		Luxembourg			Netherlands			Austria			Portugal			Sweden			United Kingdom		
Currency		LFr		DGldrs		Sch		Esc		SKr		£							
		Incl tax	Excl tax	Incl tax	Excl tax	Incl tax	Excl tax	Incl tax	Excl tax	Incl tax	Excl tax	Incl tax	Excl tax						
Recommended Retail Price		597,726	519,762	N/A	N/A	241,528	186,364	3,616,522	2,442,823	N/A	N/A	12,846	10,933						
Pricing index (excluding taxation)		100.4	108.2	N/A	N/A	118.9	113.6	123.8	103.6	N/A	N/A	110.5	116.5						
Pricing index (including taxation)																			
Major options :																			
• air conditioning		58,165	50,579	n/a	n/a	20,900	15,551	250,000	213,675	n/a	n/a	990	843						
• automatic gearbox		n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a						
• Passenger airbag		19,388	16,860	n/a	n/a	6,200	4,613	80,000	68,376	n/a	n/a	345	294						
• anti-lock brakes		43,719	38,017	n/a	n/a	Std	Std	220,000	188,034	n/a	n/a	495	421						
Right-hand drive supplement		14,723	12,802	N/A	N/A	5,245	4,370	93,014	62,828	N/A	N/A	294	250						
Other information :																			
• warranty conditions	no. of years	1		n/a		1		1		1		n/a	1						
• free roadside assistance	yes/no	yes		n/a		yes		yes		yes		n/a	yes					yes	
• delivery charges include	yes/no	yes		n/a		yes		yes		no		n/a	no					no	

* Prices are based on recommended retail prices, adjusted for equipment differences, effective on 1st Nov 1996. Final prices are set by dealers.

* Description : general variant description shows European detail (including the number of doors). Where different, the U.K. description is shown in brackets.

* Major options : Std = Standard, n/a = not available, price = price of option.

Manufacturer : Rover Cars		Belgium		Germany		Spain		France		Ireland		Italy	
Rover 600 : 620 SDi (SLDi) 4 Door													
Currency		BFR		DMs		Ptas		FFr		Ir £		Lira	
Recommended Retail Price		Incl tax	Excl tax	Incl tax	Excl tax	Incl tax	Excl tax	Incl tax	Excl tax	Incl tax	Excl tax	Incl tax	Excl tax
		924,355	763,930	42,768	37,189	3,771,007	3,065,859	164,536	136,431	22,789	14,901	44,960,009	37,781,520
Pricing index (excluding taxation)		105.2	104.1	100.3	104.4	105.0	102.3	114.3	113.5	132.5	103.8	105.5	106.2
Pricing index (including taxation)													
Major options :													
• air conditioning		70,500	58,264	2,993	2,604	Std	Std	5,200	4,298	1,575	1,030	2,000,000	1,680,672
• automatic gearbox		n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
• power assisted steering		Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std
• Passenger airbag		25,800	21,322	Std	Std	102,821	83,594	4,700	3,884	Std	Std	1,338,000	1,124,370
• anti-lock brakes		Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	2,000,000	1,680,672
Right-hand drive supplement		15,491	12,802	715	621	64,351	52,318	2,531	2,099	383	251	739,038	621,041
Other information :													
• warranty conditions	no of years	1		1	1	1	1	1	1	1	1	1	1
• free roadside assistance	yes/no	yes		yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
• delivery charges include	yes/no	yes		no	no	yes	yes	no	no	no	no	no	no

- * Prices are based on recommended retail prices, adjusted for equipment differences, effective on 1st Nov 1996. Final prices are set by dealers.
- * Description : general variant description shows European detail (including the number of doors). Where different, the U.K. description is shown in brackets.
- * Major options : Std = Standard, n/a = not available, price = price of option.

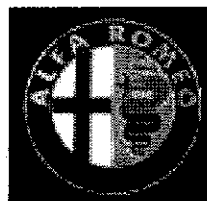
Rover 600 : 620 SDi (SLDi) 4 Door		Luxembourg		Netherlands		Austria		Portugal		Sweden		United Kingdom	
Currency		LFr		DGldrs		Sch		Esc		SKr		£	
		Incl tax	Excl tax	Incl tax	Excl tax	Incl tax	Excl tax	Incl tax	Excl tax	Incl tax	Excl tax	Incl tax	Excl tax
Recommended Retail Price		878,519	763,930	63,513	39,931	333,970	263,136	6,650,006	3,920,072	N/A	N/A	18,946	16,124
Pricing index (excluding taxation)		100.0	104.1	132.8	100.0	111.4	105.1	154.2	108.9	N/A	N/A	110.4	112.6
Pricing index (including taxation)													
Major options :													
	* air conditioning	67,004	58,264	n/a	n/a	25,700	20,249	std	std	n/a	n/a	1,250	1,064
	* automatic gearbox	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	* power assisted steering	Std	Std	Std	Std	std	std	std	std	n/a	n/a	Std	Std
	* Passenger airbag	24,521	21,322	1,200	738	std	std	131,000	111,966	n/a	n/a	Std	Std
* anti-lock brakes	Std	Std	Std	Std	std	std	std	std	n/a	n/a	Std	Std	
Right-hand drive supplement		14,723	12,802	1,134	697	N/A	N/A	73,508	62,828	N/A	N/A	294	250
Other information :													
	* warranty conditions	1		1	1	1	1	1	1	n/a	n/a	1	1
	* free roadside assistance	yes		yes	yes	yes	yes	yes	yes	n/a	n/a	yes	yes
	* delivery charges include	yes		no	no	yes	yes	no	no	n/a	n/a	no	no

• Prices are based on recommended retail prices, adjusted for equipment differences, effective on 1st Nov 1996. Final prices are set by dealers.

• Description : general variant description shows European detail (including the number of doors). Where different, the U.K. description is shown in brackets.

• Major options : Std = Standard, n/a = not available, price = price of option.

FIAT AUTO



ALFA ROMEO



FIAT



LANCIA

FIAT AUTO

ALFA ROMEO



ALFA 145

Fuel: Lead Free

[illegible]Adjusted price

ECU	INDEX (100= lowest price)
100	100
105	105
110	110
115	115
120	120
125	125
130	130
135	135
140	140
145	145
150	150
155	155
160	160
165	165
170	170
175	175
180	180
185	185
190	190
195	195
200	200
205	205
210	210
215	215
220	220
225	225
230	230
235	235
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275	275
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315	315
320	320
325	325
330	330
335	335
340	340
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370	370
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410	410
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745	745
750	750
755	755
760	760
765	765
770	770
775	775
780	780
785	785
790	790
795	795
800	800
805	805
810	810
815	815
820	820
825	825
830	830
835	835
840	840
845	845
850	850
855	855
860	860
865	865
870	870
875	875
880	880
885	885
890	890
895	895
900	900
905	905

- Air conditioning
- Automatic gearbox
- Power steering
- ABS
- Air bag for driver

Right-hand drive

Other information

- warranty conditions
- free roadside assistance
- delivery costs included

-Prices are based on recommended retail prices, adjusted for equipment differences(reference country is Italy). Effective on 1 November, 1996. Final prices are set by dealers.

- Description: general variant description in relation to reference country (including the number of doors).
- Major options: ~~Standard~~ Option series: MAZ.

-Major options: **S**(standard), Option price, **NA**(non available).

(**)on request: price increase of 6%(estimation)

ALFA ROMEO

ALFA 145

Version: 1.6 IE

Body/doors: 3 HA

cc: 1596

Transm.: 5M

Fuel: Lead Free

Country		NL		OE		P		SW		UK	
L		G		SH		ESC/10		SKR		L	
FB/10											
Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.
Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax

Adjusted price

48063	41794	32685	22234	209940	156205	329463	206825	113790	83424	11155	9494
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INDEX (100= lowest price)

Major options

12095	10517	15114	10281	15475	11514	16894	10605	13614	9981	14380	12238
ECTD											
5180	4504	3150	2143	19500	14509			1090	799	NA	
NA		NA		NA		NA		NA		NA	
S		S		S		S		S		S	
4239	3686	3550	2415	S		NA		690	506	793	675
779	678	S		S		S		S		S	

- Air conditioning
- Automatic gearbox
- Power steering
- ABS
- Air bag for driver

Right-hand drive

2925	2544	NA(**)	NA(**)	NA(**)	NA(**)	NA(**)	S
------	------	--------	--------	--------	--------	--------	---

Other information

1	1	1	1	1	1	1	3
yes/no	yes/no	yes/no	yes/no	yes/no	yes/no	yes/no	yes/no
yes	no	no	no	no	no	no	no
yes	no	no	no	no	no	no	no

- warranty conditions
- free roadside assistance
- delivery costs included

ALFA ROMEO

ALFA155

Version: 2.0 TS

Body/doors: 4 SALOON

cc: 1995

Transm.: 5M

Fuel: Lead Free

B		D		E		F		IRL	
Country									
Curr.		DM		PES/10		FF		PUNT	
FB/10								lire/1000	
Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.
Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax

Adjusted price	78870	65182	40300	35043	333950	257738	133649	110820	17475	11096	36342	30539
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ECU	19847	16403	20892	18167	20564	15871	20519	17014	22470	14268	18852	15842
INDEX (100= lowest price)	115.0			127.3		111.2		119.2		100.0		111.0

Major options

- Air conditioning
- Automatic gearbox
- Power steering
- ABS
- Air bag for driver

5600	4628	3150	2739	S			9250	7670	NA		2560	2151
NA		NA		NA			NA		NA		NA	
S		S		S			S		S		S	
S		S		18500	14451	S	S		S		S	
S		S		S		S	S		S		420	353

Right-hand drive

4950	4091	NA(**)		NA(**)		NA(**)		S		NA(**)	
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Other information

- warranty conditions
- free roadside assistance
- delivery costs included

years	1	1	1	1	1	3	1
yes/no	yes	no	yes	no	no	no	no
yes/no	yes	no	no	yes	yes	no	no

-Prices are based on recommended retail prices, adjusted for equipment differences (reference country is Italy). Effective on 1 November 1996. Final prices are set by dealers.

-Description: general variant description in relation to reference country (including the number of doors).

-Major options: S (standard), Option price: NA (non available).

(**) on request: price increase of 6% (estimation)

ALFA ROMEO

ALFA155

Version: 2.0 TS

Body/doors: 4 SALOON

cc: 1995

Transm.: 5M

Fuel: Lead Free

Country		L		NL		OE		P		SW		UK	
Curr.		FB/10		G		SH		ESC/10		SKR		L	
Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.
Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax

Adjusted price		74960	65182	51820	34130	312590	234677	528556	295520	174110	127367	16420	13975
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INDEX(100= lowest price)		18863	16403	23962	15782	23042	17299	27103	15154	20831	15239	21167	18014
ECU		115.0		110.6		121.2		106.2		106.8		126.3	

Major options

- Air conditioning
- Automatic gearbox
- Power steering
- ABS
- Air bag for driver

5322	4628	3500	2305	27000	20270	\$	15600	11412	1055	898
NA		NA		NA		NA	NA		NA	
\$		\$		\$		\$	\$		\$	
\$		4050	2667	\$		\$	\$		\$	
\$		\$		\$		\$	\$		\$	

Right-hand drive

4596	3997	NA(**)	NA(**)	NA(**)	NA(**)	NA(**)	\$
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Other information

- warranty conditions
- free roadside assistanc
- delivery costs included

1	1	1	1	1	1	3
yes	no	no	no	no	no	no
yes	no	no	no	no	no	no

ALFA ROMEO

ALFA164

Version: 2.0 TS SUPE Country

Body/doors: 4 SALOON

CC: 1995

Transm.: 5M

Fuel: Lead Free

B		D		E		F		IRL		I	
FB/10		DM		PES/10		FF		PUNT		Lire/1000	
Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.
Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax

Adjusted price

100170	82781	48400	42087	401100	310199	170400	141294	20120	12775	43392	36463
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INDEX(100= lowest price)

Major options

- Air conditioning
- Automatic gearbox
- Power steering
- ABS
- Air bag for driver

8160	6743	2100	1826	S	11950	9909	NA	NA	4260	3580
NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
S	S	S	S	S	S	S	S	S	S	S
S	S	S	S	S	S	S	S	S	S	S

Right-hand drive

6054	5003	NA(**)	NA(**)	NA(**)	NA(**)	NA(**)	NA(**)
------	------	--------	--------	--------	--------	--------	--------

Other Information

- warranty conditions
- free roadside assistance
- delivery costs included

1	1	1	1	1	3	1
yes	no	yes	no	yes	no	no
yes	no	no	no	yes	no	no

-Prices are based on recommended retail prices, adjusted for equipment differences(reference country is Italy). Effective on 1 November 1996. Final prices are set by dealers.
-Description: general variant description in relation to reference country(including the number of doors).

(**)on request: price increase of 6%(estimation)

ALFA ROMEO

ALFA164

Version: 2.0 TS SUPE Country

Body/doors: 4 SALOON

cc: 1995

Transm.: 5M

Fuel: Lead Free

L	NL	OE	P	SW	UK
FB/10	G	SH	ESC/10	SKR	L
Incl. Tax	Incl. Tax	Incl. Tax	Incl. Tax	Incl. Tax	Incl. Tax
Excl. Tax	Excl. Tax	Excl. Tax	Excl. Tax	Excl. Tax	Excl. Tax

95198	82781	55040	35866	396000	292035	626637	375815	196320	145746	19400	16511
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Adjusted price

23956	20832	25450	16584	29190	21527	32132	19271	23488	17438	25008	21284
126.8	101.0	131.0	117.3	106.2	129.6						

INDEX(100= lowest price)

Major options

- Air conditioning
- Automatic gearbox
- Power steering
- ABS
- Air bag for driver

7755	6743	S	30500	22493	S	16900	12546	1462	1244
NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
S	S	S	S	S	S	S	S	S	S
S	S	S	S	S	S	S	S	S	S

Right-hand drive

5753	5003	NA(**)	NA(**)	NA(**)	NA(**)	S
------	------	--------	--------	--------	--------	---

Other information

- warranty conditions
- free roadside assistance
- delivery costs included

1	1	1	1	1	1	3
yes	no	no	no	no	no	no
yes	no	no	no	no	no	no

FIAT AUTO



FIAT

FIAT

CINQUECENTO

Version: 900 IE

Body/doors: 3HA

cc: 899

Transm.: 5M

Fuel: Lead Free

B		D		E		F		I	
Country									
Curr.		DM		PES/10		FF		PUNT	
								Lire/1000	
Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.
Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax

FIAT

CINQUECENTO

Version: 900 IE

Body/doors: 3HA

cc: 899

Transm.: 5M

Fuel: Lead Free

L		NL		OE		P		SW		UK	
Country											
Curr.											
FB/10		G		SH		ESC/10		SKR		L	
Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.
Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax

24616	21405	15335	11570	107900	84827	145890	106000	N	5437	4627
Curr.										

ECU	6194	5387	7091	5350	7954	6253	7481	5435		7009	5965
price)	<u>103.6</u>		<u>102.9</u>		<u>120.2</u>		<u>104.5</u>		<u>114.7</u>		

Major options

- Air conditioning
- Automatic gearbox
- Power steering
- ABS
- Air bag for driver

NA		NA		NA		NA				NA	
NA		NA		NA		NA				NA	
NA		NA		NA		NA				NA	
NA		NA		NA		NA				NA	
7793	6777	595	449	3900	3066	3500	2543			199	169

Right-hand drive

1477	1284	NA(**)		NA(**)				S
------	------	--------	--	--------	--	--	--	---

Other information

1		1		1		1		1
years								
yes	yes	no	no	no	no	no	no	no
yes/no	yes	no	no	no	no	no	no	no

- warranty conditions
- free roadside assistance
- delivery costs included

FIAT

PUNTO

Version: 55 S

Body/doors: 3 HATCHB

cc: 1108

Transm.: 5M

Fuel: Lead Free

B		D		E		F		IRL		I	
Country		DM		PES/10		FF		PUNT		Lire/1000	
Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.
Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax

Adjusted price

Curr.	33800	27934	18005	15656	140800	111835	51050	42330	NA	0	5035	16539	13898
-------	-------	-------	-------	-------	--------	--------	-------	-------	----	---	------	-------	-------

INDEX(100= lowest price)

Major options

- Air conditioning
- Automatic gearbox
- Power steering
- ABS
- Air bag for driver

ECU	8506	7030	9334	8116	8670	6887	7838	6499	10197	6474	8580	7210
109.4	126.3	107.2	100.8	112.2	101.2	100.8	112.2	100.8	112.2	100.8	112.2	112.2
4820	3983	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
4067	3361	1480	1287	15300	12435	7000	5804	NA	NA	1910	1605	1605
820	678	S	6000	4877	2850	2363	300	190	370	311	311	311

Right-hand drive

2028	1676	NA(**)	NA(**)	NA(**)	NA(**)	780	655
------	------	--------	--------	--------	--------	-----	-----

Other information

years	1	1	1	1	1	1	1
yes/no	yes	no	yes	no	no	no	no
yes/no	yes	no	no	yes	yes	no	no

-Prices are based on recommended retail prices, adjusted for equipment differences(reference country is Italy). Effective on 1 November 1996. Final prices are set by dealers.
 -Description: general variant description in relation to reference country(Including the number of doors).
 -Major options: \$(standard), Option price, NA(non available).

(**)on request: price increase of 6%(estimation)

FIAT

PUNTO

Version: 55 S

Country

Body/doors: 3 HATCHB

Curr.

Cc: 1108

Transm.: 5M

Fuel: Lead Free

L	NL	OE	P	SW	UK
FB/10	G	SH	ESC/10	SKR	L
Incl.	Incl.	Incl.	Incl.	Incl.	Incl.
Tax	Tax	Tax	Tax	Tax	Tax
Excl.	Excl.	Excl.	Excl.	Excl.	Excl.
Tax	Tax	Tax	Tax	Tax	Tax

Adjusted price

Curr.	32124	27934	22070	15677	140960	108765	179500	125284	88080	63734	6751	5746
-------	-------	-------	-------	-------	--------	--------	--------	--------	-------	-------	------	------

INDEX (100= lowest price)

Major options

- Air conditioning
- Automatic gearbox
- Power steering
- ABS
- Air bag for driver

ECU	8084	7030	10205	7249	10390	8017	9204	6424	10538	7625	8703	7407
	102.4			112.8		124.8		100.0		118.7		115.3

4581	3983	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
3865	3361	2695	1914	12000	9259	16500	11516	4993	6900	NA	NA	NA
779	678	S	S	S	S	3500	2443	S	S	199	169	169

Right-hand drive

1927	1676	NA(**)	NA(**)	NA(**)	NA(**)	NA(**)	S
------	------	--------	--------	--------	--------	--------	---

Other information

- warranty conditions
- free roadside assistance
- delivery costs included

1	1	1	1	2	1
yes	no	no	no	no	no
yes	no	no	no	no	no

FIAT

BRAVO

Version: 1.4 12V S

Body/doors: 3 HATCH

cc: 1370

Transm.: 5M

Fuel: Lead Free

B		D		E		F		IRL		I
FB/10		DM		PES/10		FF		PUNT		Lire/1000
Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.
Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax

Adjusted price

41450	34256	21450	18652	182500	144991	70500	58458	9580	6086	22286	18727
-------	-------	-------	-------	--------	--------	-------	-------	------	------	-------	-------

INDEX(100= lowest price)

10431	8621	11120	9670	11238	8928	10824	8975	12319	7826	11561	9715
110.1		123.6		114.1		114.7		100.0		124.1	

Major options

- Air conditioning
- Automatic gearbox
- Power steering
- ABS
- Air bag for driver

5080	4198	2250	1957	22800	18530	7500	6219	NA		2120	1781
NA		NA		NA		NA		NA		NA	
S		S		6900	5608	S		S		830	697
4420	3653	1530	1330	22800	18530	6600	5473	S		1910	1605
S		S		4000	3251	S		S		420	353

Right-hand drive

2652	2192	NA(**)		NA(**)		NA(**)				780	655
------	------	--------	--	--------	--	--------	--	--	--	-----	-----

Other information

- warranty conditions
- free roadside assistance
- delivery costs included

1		1		1		1		1		1	
yes		no		yes		no		no		no	
yes		no		no		yes		no		no	

-Prices are based on recommended retail prices, adjusted for equipment differences(reference country is Italy). Effective on 1 November 1996. Final prices are set by dealers.

-Description: general variant description in relation to reference country(including the number of doors).

(**)on request: price increase of 6%(estimation)

FIAT

BRAVO

Version: 1.4 12V S

Body/doors: 3 HATCH

cc: 1370

Transm.: 5M

Fuel: Lead Free

L		NL		OE		P		SW		UK	
FB/10		G		SH		ESC/10		SKR		L	
Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.
Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax

39395	34256	26760	18483	170110	128871	257250	168736	NA	9126	7766
-------	-------	-------	-------	--------	--------	--------	--------	----	------	------

9914	8621	12374	8546	12539	9499	13191	8652		11764	10012
110.1		109.2		121.4		110.6		127.9		

INDEX(100= lowest price)

Major options

- Air conditioning
- Automatic gearbox
- Power steering
- ABS
- Air bag for driver

4828	4198	3150	2176	19000	14394	22530	14778		NA	
NA		NA		NA		NA			NA	
S		S		S		S			S	
4201	3653	2995	2069	12000	9091	17200	11282		725	617
S		S		S		3500	2296		S	

2521	2192	NA(**)		NA(**)		NA(**)				
------	------	--------	--	--------	--	--------	--	--	--	--

Right-hand drive

Other information

- warranty conditions
- free roadside assistance
- delivery costs included

1	1	1	1	2	1	1	1	1	1	1
yes	yes	no	no	no	no	no	no	no	no	no
yes	yes	no	no	no	no	no	no	no	no	no

MAREA

Fuel: Lead Free

Curr.

curr.

0628

INDEX(100= lowest price)

- Air conditioning
- Automatic gearbox
- Power steering
- ABS
- Air bag for driver

- Air bag for driver

Other information

years

- warranty conditions

yes/no

Description: general variant description in relation to reference country(including the number of doors).

^(**)on request: price increase of 6%(estimation)

FIAT

MAREA

Version: 1.6 ELX

Body/doors: 4 SALOON

CC: 1581

Transm.: 5M

Fuel: Lead Free

Country		L		NL		OE		P		SW		UK	
Curr.		FB/10		G		SH		ESC/10		SKR		L.	
Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.
Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax

Adjusted price

Curr.		60019	52190	39280	26467	247540	187530	369140	240891		
-------	--	-------	-------	-------	-------	--------	--------	--------	--------	--	--

INDEX(100= lowest price)

ECU		15104	13134	18163	12238	18247	13823	18929	12352		
		107.3		100.0		113.0		100.0		100.0	

Major options

- Air conditioning
- Automatic gearbox
- Power steering
- ABS
- Air bag for driver

5227	4545	1500	1011	17500	13258						
NA		NA		NA		NA		NA			
S		S		S		S		S			
4134	3595	2995	2018			17200	10910				
S		S		S		S		S			

Right-hand drive

3359	2921	NA(**)		NA(**)		NA(**)					
------	------	--------	--	--------	--	--------	--	--	--	--	--

Other information

- warranty conditions
- free roadside assistance
- delivery costs included

years	1	1	1	2							
yes/no	yes	no	no	no	no	no	no	no	no	no	no
yes/no	yes	no	no	no	no	no	no	no	no	no	no

FIAT AUTO

LANCIA



0066

LANCIA

Y

Version: 1.2 LE

Body/doors: 3HA

cc: 1242

Transm.: 5M

Fuel: Lead Free

B		D		E		F		JRL		I	
Country		DM		PES/10		FF		PUNT		Lire/1000	
Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.
Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax

35600	29422	19200	16696	155900	124005	63500	52653	NA	17660	14840
-------	-------	-------	-------	--------	--------	-------	-------	----	-------	-------

ECU	8959	7404	9953	8655	9600	7636	9749	8084				
price)	111.7		130.6		115.2		122.0		116.2			

INDEX(100= lowest price)

Major options

- Air conditioning
- Automatic gearbox
- Power steering
- ABS
- Air bag for driver

4800	3967	NA	15700	12766	6700	5556			1900	1597
NA		NA	NA		NA				NA	
S		870	757	6000	4879	S			800	672
4000	3306	1230	1070	15200	12360	7150	5929		1400	1176
820	678	S	6000	4879	2850	2363			360	303

2196	1815	NA(**)	NA(**)	NA(**)	NA(**)	NA(**)
------	------	--------	--------	--------	--------	--------

Right-hand drive

Other information

- warranty conditions
- free roadside assistance
- delivery costs included

Years	1	1	1	1	1	1
yes/no	yes	no	yes	no	yes	no
yes/no	yes	no	no	yes	yes	no

-Prices are based on recommended retail prices, adjusted for equipment differences (reference country is Italy). Effective on 1 November 1996. Final prices are set by dealers.

-Description: general variant description in relation to reference country (including the number of doors).

(**) on request: price increase of 6% (estimation)

LANCIA

Y

Version: 1.2 LE

Body/doors: 3HA

cc: 1242

Transm.: 5M

Fuel: Lead Free

country		L		NL		OE		P		SW		UK	
Curr.		FB/10		G		SH		ESC/10		SKR		L	
Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.
Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax

Adjusted price

33835	29422	24370	17098	133480	102994	193180	129238	NA	NA		
Curr.											

INDEX (100 = lowest price)

8514	7404	11269	7906	9839	7592	9906	6627				
ZCU											
111.7		119.3		114.6		100.0					

Major options

- Air conditioning
- Automatic gearbox
- Power steering
- ABS
- Air bag for driver

4562	3967	3150	2210	19500	15046	20000	13380				
NA		NA		NA		NA					
S		1225	859	S		7700	5151				
3802	3306	2850	2000	12200	9414	16500					
779	678	S		S		3500					

Right-hand drive

2087	1815	NA(**)		NA(**)							
------	------	--------	--	--------	--	--	--	--	--	--	--

Other information

- warranty conditions
- free roadside assistance
- delivery costs included

1		1		1		1					
yes		no		no		no					
yes		no		no		no					
years											
yes/no											
yes/no											

LANCIA

DEDRA

Version: 1.8 Country

Body/doors: 4: Curr.

CC: 1756

Transm.: 5M

Fuel: Lead Free

B		D		E		F		I	
FB/10		DM		PES/10		FF		PUNT	
Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.
Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax
								Lire/1000	

Adjusted price	Curr.	75490	62389	37750	32826	320600	246930	137240	113797	N	35546	29870
----------------	-------	-------	-------	-------	-------	--------	--------	--------	--------	---	-------	-------

x(100= lowest price)	18997	15700	19570	17018	19742	15206	21070	17471	18439	15495
	119.5		129.5		115.7		133.0			117.9

Major options

- Air conditioning
- Automatic gearbox
- Power steering
- ABS
- Air bag for driver

5550	4587	2480	2157				9250	7670				
NA		NA		NA			NA				NA	
S		S		S			S				S	
4440	3669	S		18900	14764		8300	6882			2120	1781
S		S		S			S				S	

Right-hand drive

4194	3466	NA(**)		NA(**)		NA(**)		NA(**)	
------	------	--------	--	--------	--	--------	--	--------	--

Other information

warranty conc	years	1	1	1	1	1	1	1	1	1	1	1
free roadside	yes/no	yes	no	yes	yes	no	no	yes	no	no	no	no
delivery costs	yes/no	yes	no	no	no	no	yes	yes	no	no	no	no

-Prices are based on recommended retail prices, adjusted for equipment differences(reference country is Italy). Effective on 1 November 1996. Final prices are set by dealers.

-Description: general variant description in relation to reference country(including the number of doors).

(**)on request: price increase of 6%(estimation)

LANCIA

DEDRA

Version: 1.8 country

Body/doors: 4 Curr.

cc: 1756

Transm.: 5M

Fuel: Lead Free

L	NL	OE	P	SW	UK
FB/10	G	SH	ESC/10	SKR	L
Incl. Tax	Incl. Tax	Incl. Tax	Incl. Tax	Incl. Tax	Incl. Tax
Excl. Tax	Excl. Tax	Excl. Tax	Excl. Tax	Excl. Tax	Excl. Tax

71747	62389	47580	31646	N 140	202057	428660	256246	NA	NA
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18055	15700	22001	14633	19839	14894	21981	13140		
119.5				111.4		113.4		100.0	

Adjusted pric Curr.

x(100= lowest price)

Major options

- Air conditioning
- Automatic gearbox
- Power steering
- ABS
- Air bag for driver

5275	4587	990	658	25500	19144	S			
NA		NA		NA		NA			
S		S		S		S			
4220	3669	3550	2361	S		22800	13629		
S		S		S		S			

Right-hand drive

3986	3466	NA(**)				NA(**)			
------	------	--------	--	--	--	--------	--	--	--

Other information

warranty conc	years								
free roadside	yes/no	1							
delivery costs	yes/no	no							
		no							
		no							

LANCIA

K

Version: 2.0 LE

Body/doors: 4BE

cc: 1998

Transm.: 5M

Fuel: Lead Free

Country		B		D		E		F		IRL		I	
Curr.		FB/10		DM		PES/10		FF		PUNT		Lire/1000	
Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.
Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax

Curr.		97090	80240	46760	40660	429440	331572	167150	139028	N	50735	42635
-------	--	-------	-------	-------	-------	--------	--------	--------	--------	---	-------	-------

24432	20192	24241	21079	26444	20418	25662	21344			26319	22117	120.5
110.1		114.9		111.3		116.3						
price)												

Major options

- Air conditioning
- Automatic gearbox
- Power steering
- ABS
- Air bag for driver

Curr.		8160	6744	3300	2870	S	12400	10314	4000	3361
NA(**)		NA	NA	NA	NA	NA	NA	NA	NA	NA
S		S	S	S	S	S	S	S	S	S
S		S	S	S	S	S	S	S	S	S

Right-hand drive

Curr.		5982	4944	NA(**)	NA(**)	NA(**)	NA(**)	NA(**)
-------	--	------	------	--------	--------	--------	--------	--------

Other Information

years		1	1	1	1	1	1	1
yes/no		yes	no	yes	no	yes	no	yes
yes/no		yes	no	no	no	yes	no	no

-Prices are based on recommended retail prices, adjusted for equipment differences(reference country is Italy). Effective on 1 November 1996. Final prices are set by dealers.
 -Description: general variant description in relation to reference country(including the number of doors).
 -Major options: S(standard), Option price, NA(non available).

(**)on request: price increase of 6%(estimation)

LANCIA

K

Version: 2.0 LE

Body/doors: 4BE

CC: 1998

Transm.: 5M

Fuel: Lead Free

Country		L		NL		OE		P		SW		UK	
Curr.		FB/10		G		SH		ESC/10		SKR		L	
Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.
Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax

Curr.		92276	80240	60950	39680	397460	288014	638090	381495	N	N
-------	--	-------	-------	-------	-------	--------	--------	--------	--------	---	---

Curr.		23221	20192	28183	18348	29298	21230	32720	19562		
INDEX (100 = lowest price)		110.1	100.0	115.7	105.6						

Major options

- Air conditioning
- Automatic gearbox
- Power steering
- ABS
- Air bag for driver

7755	6744	5000	3255	25500	18478	S							
NA		NA		NA		NA							
S		S		S		S							
S		S		S		S							
S		S		S		S							

Right-hand drive

NA(**)	NA(**)	NA(**)	NA(**)	NA(**)	NA(**)	NA(**)	NA(**)
--------	--------	--------	--------	--------	--------	--------	--------

Other information

- warranty conditions
- free roadside assistance
- delivery costs included

years	yes/no	yes/no	yes/no	yes/no	yes/no	yes/no	yes/no
1		1	1	1	1	1	1
yes	no	no	no	no	no	no	no
yes	no	no	no	no	no	no	no

FORD EUROPEAN AUTOMOTIVE OPERATIONS



FORD

0073

FORD EUROPEAN AUTOMOTIVE OPERATIONS



FORD

0074

FIESTA		B**		G		E		F		IRL		I	
1.25 Family 3dr		FB		DM		Peseta		FF		Ir. £		Lira	
Currency		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Recommended Retail Price*		363457	300379	20216	17579	1730421	1406850	65196	54060	9979	6525	19289888	16209990
INDEX ***		100	104	115	125	117	119	109	114	140	115	109	116
Major Option		n/a	n/a	n/a	n/a	152,000	123,578	7,700	6,385	450	294	1,280,000	1,075,630
- Air Conditioning		n/a	n/a	n/a	n/a	n/a	n/a	5,500	4,561	1,330	870	n/a	n/a
- Automatic Transmission		Std	Std	Std	Std	Std	Std	Std	Std	350	Std	850,000	714,286
- Power Steering		20,000	16,529	3,600	3,130	154,000	125,204	6,700	5,556	750	490	1,280,000	1,075,630
- ABS		Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std
- Airbag													
Right-hand Drive (Supplement)		20645	17062	1152	1002	90504	73581	3051	2530	0	0	801536	673560
Other Information		One Yr		One Yr		One Yr		One Yr		One yr		One Yr	
- Warranty Condition		No		Yes		No		One Yr		Yes		No	
- Free Roadside Assistance		Yes		yes		Yes		Yes		No		Yes	
- Delivery costs Included		Yes/No		Yes/No		Yes/No		Yes/No		Yes/No		Yes/No	

- * Prices are based on rec. retail prices, adjusted for equipment differences. Effective May 1, 1996. Final Prices set by dealers.

- 'Description: General variant description in relation to reference country (including the number of doors).

- 'Major Options: Std (standard); Option Price; N/A (not available); N/C (no charge)

- ** Particular price constraints exist in Belgium (due to the effect of several years of price control); Netherlands (due to high car taxes and the knock on effect of Belgium price controls), and Portugal (due to excessive car taxation).

- '*** Index of recommended retail price (lowest price country = 100).

FIESTA	Currency	L		N**		OE		P**		SW		UK	
		FL		G		Schilling		Esc.		Skr.		£	
		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
1.25 Family 3dr													
Recommended Retail Price*		363457	300379	25154	17633	157472	121505	2100909	1417873	91362	72650	8403	7151
INDEX ***		100	104	127	112	127	123	118	100	120	120	118	127
Major Option													
- Air Conditioning		n/a	n/a	1,990	1,395	15,241	11,760	150,000	128,205	6,570	6,570	n/a	n/a
- Automatic Transmission		n/a	n/a	4,000	2,804	24,400	18,827	n/a	n/a	9,250	9,250	1,325	1,128
- Power Steering		Std	Std	990	694	6,739	5,200	74,000	63,248	4,320	Std	395	336
- ABS		20,000	16,529	2,990	2,096	10,770	8,310	115,000	98,291	7,740	6,155	530	451
- Airbag		Std	Std	Std	Std	Std	Std	Std	Std	4,500	Std	Std	Std
Right-hand Drive (Supplement)		20645	17062	1433	1005	6135	4734	81951	70,044	6135	4878	0	0
Other Information	No. of Years Yes/No	One Yr	On Yr	One yr	One Yr	One Yr	One Yr	One Yr	One Yr	One Yr	One Yr	One Yr	One Yr
- Warranty Condition	Yes/No	No	No	No	No	No	No	Yes	Yes	No	No	Yes	Yes
- Free Roadside Assistance	Yes/No	Yes	No	No	No	Yes	Yes	No	No	No	No	No	No
- Delivery costs Included	Yes/No												

- * Prices are based on rec. retail prices, adjusted for equipment differences. Effective May 1, 1996. Final Prices set by dealers.
 - 'Description: General variant description in relation to reference country (including the number of doors).
 - 'Major Options: Std (standard); Option Price; N/A (not available); N/C (no charge)
 - ** Particular price constraints exist in Belgium (due to the effect of several years of price control); Netherlands (due to high car taxes and the knock on effect of Belgium price controls), and Portugal (due to excessive car taxation).
 - '*** Index of recommended retail price (lowest price country = 100).

FORD

Nov 1, 1996

ESCORT	Currency	B**		G		E		F		IRL		I	
		FB		DM		Peseta		FF		Ir. £		Lira	
		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Recommended Retail Price*		474973	392542	26720	23235	2297353	1867771	86148	71432	13451	8795	26266904	22073028
INDEX ***		100	100	116	122	118	116	111	111	145	114	114	116
Major Option		33,000	27,273	1,900	1,652	155,972	126,807	7,700	6,385	1,280	837	1,560,000	1,310,924
- Air Conditioning		44,000	36,364	2,430	2,113	167,956	136,550	6,600	5,473	1,330	870	n/a	n/a
- Automatic Transmission		20,000	16,529	20,000	17,391	Std	Std	5,050	4,187	714	467	800,000	672,269
- Power Steering		Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std
- ABS		Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std
- Airbag		Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std
Right-hand Drive (Supplement)		20645	17062	1152	1002	90504	73581	3051	2530	0	0	801536	673560
Other Information	No. of Years	One Yr		One Yr		One Yr		One Yr		One Yr		One Yr	
- Warranty Condition	Yes/No	No		Yes		No		One Yr		Yes		No	
- Free Roadside Assistance	Yes /No	Yes		Yes		Yes		Yes		No		Yes	
- Delivery costs Included													

0077

FORD

NOV 1, 1996

ESCORT		L		N**		OE		P**		SW		UK	
		Currency		FL		G		Schilling		Esc.		Skr.	
1.6 CLX/LX* 5 Door				Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Recommended Retail Price*				474973	392542	31341	21411	190995	146021	3313197	1930733	125142	99658
INDEX ***				100	100	121	100	118	109	142	100	125	121
Major Option				33,000	27,273	990	676	Std	Std	230,000	196,581	9,500	7,565
- Air Conditioning				44,000	36,364	3,000	2,050	23,400	17,890	300,000	256,410	9,250	7,366
- Automatic Transmission				Std	Std	Std	Std	Std	Std	Std	Std	Std	Std
- Power Steering				20,000	16,529	1,990	1,360	14,572	11,141	100,000	85,470	3,900	3,106
- ABS				Std	Std	Std	Std	Std	Std	Std	Std	4,500	3,584
- Airbag													
Right-hand Drive (Supplement)				20645	17062	1433	979	6135	4690	81951	70,044	6135	4886
Other Information													
- Warranty Condition				One Yr	No	One yr	No	One Yr	No	One Yr	Yes	One Yr	Yes
- Free Roadside Assistance				No	Yes	No	No	No	Yes	No	No	No	No
- Delivery costs Included				Yes	No	Yes	No	Yes	No	No	No	No	No

0012

FORD

Nov 1, 1996

MONDEO		Currency		B**		G		E		F		IRL		I	
1.8 CLX* 5 Door				FB		DM		Peseta		FF		Ir. £		L ra	
		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Recommended Retail Price*		644314	532494	32942	28645	2589474	2023026	108844	90252	14924	9759	34687640	29149278		
INDEX ***		103	110	109	122	102	103	106	114	122	103	115	125		
Major Option		52,000	42,975	1,900	1,652	157,000	122,656	Std	Std	750	490	Std	Std		
- Air Conditioning		45,000	37,190	2,430	2,113	202,000	157,813	9,200	7,629	1,360	889	2,500,000	2,100,840		
- Automatic Transmission		Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std		
- Power Steering		Std	Std	Std	Std	96,000	75,000	6,800	5,638	750	490	1,200,000	1,008,403		
- ABS		Std	Std	Std	Std	76,000	59,375	Std	Std	Std	Std	Std	Std		
- Airbag															
Right-hand Drive (Supplement)		20645	17062	1152	1002	90504	70706	3051	2530	0	0	801536	673560		
Other Information		No. of Years	One Yr	One Yr	One Yr	One Yr	One Yr	One Yr	One Yr	One yr	One yr	On Yr	On Yr		
- Warranty Condition		Yes/No	No	Yes	Yes	No	No	One Yr	One Yr	Yes	Yes				
- Free Roadside Assistance		Yes/No	Yes	No	No	Yes	Yes	Yes	Yes	No	No				
- Delivery costs Included															

FORD

NOV 1, 1996

MONDEO		L		N**		OE		P**		SW		UK	
Currency	FL		G		Schilling		Esc.		Skr		£		
	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	
Recommended Retail Price* INDEX ***	644314	532494	42444	28030	264012	200009	4366909	2367696	158113	126046	12180	10366	
	103	110	125	107	124	121	143	100	120	124	100	110	
Major Option - Air Conditioning - Automatic Transmission - Power Steering - ABS - Airbag	52,000	42,975	990	654	11,788	Std	Std	Std	9,500	7,573	470	400	
	45,000	37,190	3,500	2,311	n/a	n/a	n/a	n/a	14,100	11,240	930	791	
Right-hand Drive (Supplement)	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	
	Std	Std	990	654	13,596	10,300	220,000	188,034	4,500	3,587	365	311	
Other Information - Warranty Condition - Free Roadside Assistance - Delivery costs Included	Std	Std	Std	Std	Std	Std	Std	Std	4,500	3,587	Std	Std	
	20645	17062	1433	946	6135	4648	81951	70,044	6135	4891	0	0	
No. of Years Yes/No	One Yr	One Yr	One Yr	One yr	One Yr	One Yr	One Yr	One Yr	One Yr	One Yr	One Yr	One Yr	
Yes/No	No	No	No	No	No	No	No	No	No	No	No	No	
Yes/No	Yes	Yes	No	Yes	Yes	No	No	No	No	No	No	No	

008

0080

FORD

Nov 1, 1996

SCORPIO		B**		G		E		F		IRL		I	
Currency		FB		DM		Peseta		FF		Ir. £		Lira	
		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Recommended Retail Price* INDEX ***		775800	641160	38544	33516	4184605	3269223	147341	122174	21146	13827	43698689	36721588
		100	100	102	108	132	125	116	116	139	110	116	118
Major Option - Air Conditioning - Automatic Transmission - Power Steering - ABS - Airbag		Std 30,000	Std 24,794	Std 2,850	Std 2,478	Std 251,000	Std 196,094	Std 7,600	Std 6,302	Std 1,360	Std 889	Std n/a	Std n/a
		Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std
Right-hand Drive (Supplement)		20645	17062	1152	1002	90504	70706	3051	2530	0	0	801536	673560
Other Information - Warranty Condition - Free Roadside Assistance - Delivery costs Included	No. of Years Yes/No	One Yr		One Yr		One Yr		One Yr		One yr		One Yr	
		No		Yes		No		One Yr		yes		No	
	Yes/No	Yes		No		Yes		Yes		No		Yes	

NOV 1, 1996

0082

GENERAL MOTORS GROUP



OPEL

GENERAL MOTORS GROUP



OPEL

OPEL/VAUXHALL		B		D		Esp		F		IRL	
Currency		FB		DM		Peseta (000's)		FF		Ir. £	
		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Recommended Retail Price		365,848	300,288	18,114	15,751	1,557	1,275	58,536	48,537	10,528	6,929
Price Index		105.2%	104.0%	107.3%	112.4%	109.6%	108.0%	102.7%	102.5%	154.7%	122.6%
Major Options											
- air conditioning		47,000	38,843	1,965	1,709	164	133	7,550	6,260	1,436	940
- automatic gearbox		43,500	35,950	2,055	1,787	159	129	7,250	6,012	1,080	707
- power steering		17,500	14,463	925	804	S	S	S	S	482	316
- ABS		33,000	27,273	1,470	1,278	179	146	5,600	4,643	NA	NA
- Driver Airbag		18,400	15,207	S	S	81	66	S	S	463	303
Right Hand Drive		30,628	25,312	660	574	125	102	NA	NA	S	S
Other Information											
- warranty condition		no. of yrs	1	1	1	1	1	1	1	1	1
- free roadside assistance		yes/no	yes	yes	yes	yes	yes	yes	yes	yes	yes
- delivery costs included		yes/no	yes	dealer variable	dealer variable	yes	yes	yes	yes	yes	yes
November 1, 1996: 1 ECU =		39,7381 FB		1,92897 DM		162,394 Peseta		6,51354 FF		0,777692 Ir. £	

Prices are based on recommended retail prices, adjusted for equipment differences.
Effective on November 1, 1996. Final prices are set by dealers.

Description: general variant description in relation to reference country (incl. the number of doors)

Major options: S(standard), Option price, NA (not available)

0085

OPEL/VAUXHALL		It		Lux		NL		A		P	
Currency		Lira (000's)		LF		G		Sch		Esc (000's)	
		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
CORSA Swing 1.4 3 door		18,781	15,483	347,731	300,288	24,681	17,527	141,357	108,071	2,333	1,417
		111.3%	110.5%	100.0%	104.0%	130.4%	111.5%	119.1%	109.6%	136.7%	100.0%
Recommended Retail Price											
Price Index											
Major Options											
- air conditioning		1,910	1,605	44,669	38,843	3,550	2,182	10,093	7,716	205	175
		1,715	1,441	41,343	35,950	2,900	1,782	14,765	11,288	214	183
- automatic gearbox		857	720	16,632	14,463	1,390	854	7,721	5,903	79	68
		1,671	1,404	31,364	27,273	2,995	1,841	10,703	8,183	139	119
- power steering		420	353	17,488	15,207	450	277	S	S	62	53
- ABS		1,357	1,140	29,109	25,312	1,925	1,183	NA	NA	110	94
- Driver Airbag											
Right Hand Drive											
Other Information											
- warranty condition	no. of yrs yes/no		1 yes		1 yes		1 yes		1 yes		1 yes
	yes/no		yes		yes		yes		yes		yes
- free roadside assistance											
- delivery costs included											
November 1, 1996: 1 ECU =		1,927.71 Lira		39.7381 LF		2.16263 G		13.56630 SCH		195.017 Esc	

Prices are based on recommended retail prices, adjusted for equipment differences.
Effective on November 1, 1996. Final prices are set by dealers.

Description: general variant description in relation to reference country (incl. the number of doors)

Major options: S(standard), Option price, NA (not available)

0086

OPEL/VAUXHALL		S		UK	
	Currency	K		£	
CORSA Swing 1.4 3 door		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
		91,131	71,490	9,125	7,766
Recommended Retail Price		124.6%	117.7%	134.4%	137.7%
Price Index					
Major Options		11,800	9,440	NA	NA
- air conditioning		8,700	6,960	820	698
- automatic gearbox		4,400	3,520	400	340
- power steering		5,700	4,560	625	532
- ABS		S	S	300	255
- Driver Airbag					
Right Hand Drive		NA	NA	S	S
Other Information	no. of yrs yes/no	1 yes		1 yes	
- warranty condition	yes/no				
- free roadside assistance	yes/no				
- delivery costs included	yes/no				
November 1, 1996: 1 ECU =		8.358180 SK		0.775744 £	

0087

OPEL/VAUXHALL		B		D		Esp		F		IRL	
Currency		FB		DM		Peseta (000's)		FF		Ir. £	
		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
ASTRA GL 1.4 5 door		481,280	395,686	23,262	20,228	1,961	1,604	76,377	63,330	13,040	8,572
Recommended Retail Price		105.2%	106.0%	104.8%	111.6%	104.9%	105.1%	101.9%	103.5%	145.7%	117.3%
Price Index											
Major Options											
- air conditioning		53,520	44,231	1,965	1,709	166	135	8,600	7,131	1,573	1,029
- automatic gearbox		43,500	35,950	2,100	1,826	153	124	7,200	5,970	1,082	708
- power steering		S	S	940	817	S	S	S	S	S	S
- ABS		39,500	32,645	S	S	188	153	7,000	5,804	1,034	677
- Driver Airbag		18,400	15,207	S	S	S	S	S	S	S	S
Right Hand Drive		25,894	21,400	660	574	125	102	NA	NA	S	S
Other Information											
- warranty condition	no. of yrs yes/no	1	yes	1	yes	1	yes	1	yes	1	yes
- free roadside assistance	yes/no	yes	yes	dealer variable	dealer variable	yes	yes	yes	yes	yes	yes
- delivery costs included											
November 1, 1996: 1 ECU =		39.7381 FB	1.92897 DM	162.394 Peseta	6.51354 FF	0.777692 Ir. £					

Prices are based on recommended retail prices, adjusted for equipment differences.
Effective on November 1, 1996. Final prices are set by dealers.

Description: general variant description in relation to reference country (incl. the number of doors)

Major options: S(standard), Option price, NA (not available)

0088

OPEL/VAUXHALL		It		Lux		NL		A		P	
Currency		Lira (000's)		LF		G		Sch		Esc (000's)	
		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
ASTRA GL 1.4 5 door											
Recommended Retail Price											
Price Index		22,844	18,896	457,439	395,686	31,762	21,884	179,208	135,764	2,818	1,833
		102.9%	104.3%	100.0%	106.0%	127.6%	107.7%	114.8%	106.5%	125.6%	100.0%
Major Options											
- air conditioning		2,420	2,034	50,866	44,231	1,495	919	10,185	7,716	233	199
- automatic gearbox		1,783	1,498	41,343	35,950	NA	NA	16,567	12,551	214	183
- power steering		1,057	888	S	S	S	S	S	S	S	S
- ABS		1,875	1,576	37,541	32,645	2,995	1,841	11,422	8,653	158	135
- Driver Airbag		420	353	17,488	15,207	S	S	S	S	S	S
Right Hand Drive		1,357	1,140	24,610	21,400	1,970	1,211	NA	NA	112	96
Other Information											
- warranty condition	no. of yrs yes/no	1	yes	1	yes	1	yes	1	yes	1	yes
- free roadside assistance	yes/no	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
- delivery costs included											
November 1, 1996: 1 ECU =		1,927.71 Lira	39.7381 LF	2.16263 G	13.56630 SCH	195.017 Esc					

Prices are based on recommended retail prices, adjusted for equipment differences.

Effective on November 1, 1996. Final prices are set by dealers.

Description: general variant description in relation to reference country (incl. the number of doors)

Major options: S(standard), Option price, NA (not available)

0089

OPEL/VAUXHALL		S		UK	
	Currency	K		£	
ASTRA GL 1.4 5 door		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Recommended Retail Price		113,418	89,319	11,375	9,681
Price Index		117.9%	113.7%	127.4%	132.8%
Major Options		13,900	11,120	NA	NA
- air conditioning		NA	NA	850	723
- automatic gearbox		S	S	S	S
- power steering		5,700	4,560	625	532
- ABS		S	S	S	S
- Driver Airbag		NA	NA	S	S
Right Hand Drive		NA	NA	S	S
Other Information	no. of yrs yes/no	1 yes		1 yes	
- warranty condition	yes/no	yes		yes	
- free roadside assistance	yes/no	yes		yes	
- delivery costs included					
November 1, 1996: 1 ECU =		8.35818 SK		0.775744 £	

0090

OPEL/VAUXHALL		B		D		Esp		F		IRL	
	Currency	FB		DM		Peseta (000's)		FF		Ir. £	
		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Recommended Retail Price		698,600	573,223	35,152	30,567	2,603	2,126	113,400	94,030	16,962	11,136
Price Index		109.7%	110.2%	113.7%	121.1%	100.0%	100.0%	108.6%	110.3%	136.1%	109.4%
Major Options											
- air conditioning		52,000	42,975	2,395	2,083	188	153	9,000	7,463	1,340	877
- automatic gearbox		43,500	35,950	2,200	1,913	209	170	7,500	6,219	1,391	910
- power steering		S	S	S	S	S	S	S	S	S	S
- ABS		S	S	S	S	S	S	S	S	S	S
- Driver Airbag		18,400	15,207	S	S	S	S	S	S	0	S
Right Hand Drive		27,500	22,727	660	574	125	102	NA	NA	S	S
Other Information											
- warranty condition	no. of yrs yes/no	1	1	1	1	1	1	1	1	1	1
- free roadside assistance	yes/no	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
- delivery costs included	yes/no	yes	yes	yes	dealer variable	yes	yes	yes	yes	yes	yes
November 1, 1996: 1 ECU =		39,7381 FB		1,92897 DM		162,394 Peseta		6,51354 FF		0,777692 Ir. £	

Prices are based on recommended retail prices, adjusted for equipment differences.

Effective on November 1, 1996. Final prices are set by dealers.

Description: general variant description in relation to reference country (incl. the number of doors)

Major options: S(standard), Option price, NA (not available)

OPEL/VAUXHALL		It		Lux		NL		A		P	
	Currency	Lira (000's)		LF		G		Sch		Esc (000's)	
		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
VECTRA GL 1.6 16V 4 door											
Recommended Retail Price											
Price Index		34,291	28,516	661,607	573,223	45,011	30,048	277,176	211,908	4,158	2,675
		111.0%	113.0%	103.9%	110.2%	129.8%	106.2%	127.5%	119.3%	133.0%	104.8%
Major Options											
- air conditioning		2,100	1,765	49,421	42,975	1,495	919	12,499	9,556	250	214
- automatic gearbox		2,100	1,765	41,343	35,950	3,105	1,908	19,010	14,534	214	183
- power steering		S	S	S	S	S	S	S	S	S	S
- ABS		S	S	S	S	S	S	S	S	S	S
- Driver Airbag		420	353	17,488	15,207	S	S	S	S	S	S
Right Hand Drive		1,418	1,192	26,136	22,727	1,995	1,226	NA	NA	110	94
Other Information											
- warranty condition	no. of yrs yes/no	1	1	1	1	1	1	1	1	1	1
- free roadside assistance	yes/no	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
- delivery costs included	yes/no	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
November 1, 1996: 1 ECU =		1,927.71 Lira	39,7381 LF	2,16263 G	13,56630 SCH	195,017 Esc					

Prices are based on recommended retail prices, adjusted for equipment differences.

Effective on November 1, 1996. Final prices are set by dealers.

Description: general variant description in relation to reference country (incl. the number of doors)

Major options: S(standard), Option price, NA (not available)

0092

OPEL/VAUXHALL		S		UK	
	Currency	K		£	
VECTRA GL 1.6 16V 4 door		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Recommended Retail Price		162,804	128,828	14,300	12,170
Price Index		121.5%	117.8%	115.0%	119.9%
Major Options		12,300	9,840	650	553
- air conditioning		NA	NA	885	753
- automatic gearbox		S	S	S	S
- power steering		S	S	S	S
- ABS		S	S	S	S
- Driver Airbag		S	S	S	S
Right Hand Drive		NA	NA	S	S
Other Information	no. of yrs yes/no	1 yes		1 yes	
- warranty condition	yes/no	yes		yes	
- free roadside assistance	yes/no	yes		yes	
- delivery costs included					
November 1, 1996: 1 ECU =		8.35818 SK	0.775744 £		

0093

OPEL/VAUXHALL		B		D		Esp		F		IRL	
	Currency	FB		DM		Peseta (000's)		FF		Ir. £	
		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
OMEGA GL 2.0 4 door											
Recommended Retail Price											
Price Index		989,981	801,637	47,450	41,261	4,221	3,309	165,294	137,060	23,653	15,512
		107.7%	108.8%	106.3%	115.4%	112.4%	109.9%	109.7%	113.5%	131.5%	107.6%
Major Options											
- air conditioning		51,200	42,314	2,205	1,917	S	S	13,550	11,235	1,543	1,009
- automatic gearbox		63,600	52,562	3,145	2,735	236	184	9,600	7,960	1,575	1,030
- power steering		S	S	S	S	S	S	S	S	S	S
- ABS		S	S	S	S	S	S	S	S	S	S
- Driver Airbag		36,800	30,413	S	S	S	S	S	S	S	S
Right Hand Drive		24,853	20,540	660	574	131	102	NA	NA	S	S
Other Information											
- warranty condition	no. of yrs yes/no	1	1	1	1	1	1	1	1	1	1
- free roadside assistance	yes/no	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
- delivery costs included	yes/no	yes	yes	dealer variable	dealer variable	yes	yes	yes	yes	yes	yes
November 1, 1996: 1 ECU =		39.7381 FB	1.92897 DM	162.394 Peseta	6.51354 FF	0.777692 Ir. £					

Prices are based on recommended retail prices, adjusted for equipment differences.

Effective on November 1, 1996. Final prices are set by dealers.

Description: general variant description in relation to reference country (incl. the number of doors)

Major options: S(standard), Option price, NA (not available)

OPEL/VAUXHALL		It	Lux		NL		A		P		
	Currency	Lira (000's)	LF		G		Sch		Esc (000's)		
		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax		
OMEGA GL 2.0 4 door		44,591	37,172	924,283	801,637	61,370	40,095	392,427	289,401	7,178	4,354
Recommended Retail Price		100.0%	104.0%	100.6%	108.8%	122.7%	100.0%	125.1%	115.1%	159.1%	120.4%
Price Index											
Major Options											
- air conditioning		2,220	1,866	48,661	42,314	990	608	27,090	19,978	S	S
- automatic gearbox		3,137	2,636	60,446	52,562	4,500	2,766	22,660	16,711	214	183
- power steering		S	S	S	S	S	S	S	S	S	S
- ABS		S	S	S	S	S	S	S	S	S	S
- Driver Airbag		S	S	34,975	30,413	S	S	S	S	S	S
Right Hand Drive		1,265	1,063	23,621	20,540	2,020	1,242	NA	NA	112	96
Other Information											
- warranty condition	no. of yrs yes/no	1 yes	1 yes	1 yes	1 yes	1 yes	1 yes	1 yes	1 yes	1 yes	1 yes
- free roadside assistance	yes/no	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
- delivery costs included											

November 1, 1996: 1 ECU =

1,927.71 Lira	39.7381 LF	2.16263 G	13.56630 SCH	195.017 Esc
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Prices are based on recommended retail prices, adjusted for equipment differences.

Effective on November 1, 1996. Final prices are set by dealers.

Description: general variant description in relation to reference country (incl. the number of doors)

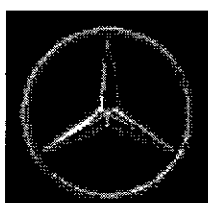
Major options: S(standard), Option price, NA (not available)

0095

OPEL/VAUXHALL		S		UK	
	Currency	K		£	
OMEGA GL 2.0 4 door		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Recommended Retail Price		214,178	169,927	19,875	16,915
Price Index		110.8%	109.7%	110.8%	117.6%
Major Options					
- air conditioning		12,300	9,840	350	298
- automatic gearbox		12,600	10,080	950	809
- power steering		S	S	S	S
- ABS		S	S	S	S
- Driver Airbag		S	S	S	S
Right Hand Drive		NA	NA	S	S
Other Information	no. of yrs yes/no	1 yes		1 yes	
- warranty condition					
- free roadside assistance					
- delivery costs included	yes/no	yes		yes	
November 1, 1996: 1 ECU =		8.35818 SK	0.775744 £		

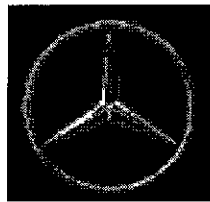
0096

MERCEDES-BENZ



MERCEDES-BENZ

MERCEDES-BENZ



MERCEDES-BENZ

ACEA Standard Form

Manufacturer: Mercedes-Benz

Date 01.11.96

Model C 180	MS C	B		D		E		F		IRL		I	
Description	Currency	FB		DM		1,000 Peset.		FF		Ir. L.		1,000 Lira	
Sedan		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
5 seats, 4 doors, 1799 cc		965.580	798.000	44.620	38.800	3.949	3.085	149.180	123.700	23.489	15.235	44.150	37.100
5-speed-transmission			109,1		109,3		103,2		103,2		106,5		104,6
Recommended retail price	%												
Price Index													
Major options													
o air conditioning													
o automatic gearbox		70.700	58.430	3.163	2.750		s	13.200	10.945	3.275	2.050	4.800	4.034
o power steering		71.947	59.460	3.439	2.990	341	266	12.500	10.365	2.000	1.270	3.451	2.900
o ABS			s		s		s		s		s		s
o airbag			s		s		s		s		s		s
Right-hand Drive	DM		1.215		1.215		1.215		1.215		s		1.215
Other Information													
o warranty condition	. no. of years	1		1		1		1		1		1	
o free roadside assistance	. yes/no	yes		yes		yes		yes		yes		yes	
o delivery costs included	. yes/no	no		no		no		yes		no		yes	

- Prices are based on recommended retail prices, adjusted for equipment differences (reference country is Germany).
Effective on 01.11.1996. Final prices are set by dealers.

0099

Möhringen, 08.11.96
VP/PS, (sc72a)

ACEA Standard Form

Manufacturer: Mercedes-Benz

Date 01.11.96

Model	MS	L	NL	OE	P	SW	UK
C 180	C						
Description	Currency	FL	G	ÖS	1.000 ESC	Skr	L
Sedan		Incl. Tax	Incl. Tax	Incl. Tax	Incl. Tax	Incl. Tax	Incl. Tax
5 seats, 4 doors, 1799 cc		Excl. Tax	Excl. Tax	Excl. Tax	Excl. Tax	Excl. Tax	Excl. Tax
5-speed-transmission							
Recommended retail price		913.215	61.290	353.242	5.464	214.150	17.728
Price Index	%	108,6	100,0	106,2	102,2	111,4	105,7
Major options							
o air conditioning		66.800	5.533	26.476		17.900	1.340
o automatic gearbox		67.600	6.016	37.723	450	17.500	1.450
o power steering							
o ABS							
o airbag							
Right-hand Drive	DM						
Other Information		1.215	1.215	1.215	1.215	1.215	
o warranty condition	. no. of years	1	1	1	1	1	1
o free roadside assistance	. yes/no	yes	yes	yes	yes	yes	yes
o delivery costs included	. yes/no	yes	no	yes	no	no	no

- Prices are based on recommended retail prices, adjusted for equipment differences (reference country is Germany).
Effective on 01.11.1996. Final prices are set by dealers.

Möhringen, 08.11.96
VP/PS, (ec72b)

0100

ACEA Standard Form

Manufacturer: Mercedes-Benz AG

Date 01.11.96

Model	MS	B	D	E	F	IRL	I
E 200	E						
Description	Currency	FB	DM	1.000 Peset.	FF	Ir. L	1.000 Lira
Sedan		Incl. Tax	Incl. Tax	Incl. Tax	Incl. Tax	Incl. Tax	Incl. Tax
5 seats, 4 doors, 1998 cc		Excl. Tax	Excl. Tax	Excl. Tax	Excl. Tax	Excl. Tax	Excl. Tax
5-speed-transmission							
Recommended retail price							
Price Index	%	1.231.780	56.235	5.555	202.400	30.150	60.000
Major options		101,8	100,7	106,2	102,3	100,0	103,9
o air conditioning		70.700	3.163		13.200	3.275	
o automatic gearbox		71.947	3.439	323	12.500	2.295	
o power steering			2.750		10.945	2.050	
o ABS			2.990		10.365	1.457	
o airbag							
Right-hand Drive							
Other Information	DM	1.410	1.410	1.410	1.410		
o warranty condition							
o free roadside assistance	no. of years	1	1	1	1	1	1
o delivery costs included	. yes/no	yes	yes	yes	yes	yes	yes
	. yes/no	no	no	no	yes	no	yes

- Prices are based on recommended retail prices, adjusted for equipment differences (reference country is Germany). Effective on 01.11.1996. Final prices are set by dealers.

0101

Möhringen, 08.11.96
VP/PS, (sc72c)

ACEA Standard Form

Manufacturer: Mercedes-Benz

Date 01.11.96

Model E 200	MS E	L	NL	OE	P	SW	UK
Description	Currency	FL	G	ÖS	1.000 Esc	Skr	L
Sedan		Incl. Tax	Incl. Tax	Incl. Tax	Incl. Tax	Incl. Tax	Incl. Tax
5 seats, 4 doors, 1998 cc		Excl. Tax	Excl. Tax	Excl. Tax	Excl. Tax	Excl. Tax	Excl. Tax
5-speed-transmission							
Recommended retail price		1.190.000	85.730	468.430	8.274	266.750	23.072
Price Index	%	103,4	100,9	103,0	109,6	101,4	100,6
Major options							
o air conditioning		66.800	5.533	31.069		17.900	1.340
o automatic gearbox		67.600	6.016	38.579	450	17.500	1.234
o power steering							
o ABS							
o airbag							
Right-hand Drive	DM						
Other Information		1.410	1.410	1.410	1.410	1.410	
o warranty condition	. no. of years	1	1	1	1	1	1
o free roadside assistance	. yes/no	yes	yes	yes	yes	yes	yes
o delivery costs included	. yes/no	yes	no	yes	no	no	no

- Prices are based on recommended retail prices, adjusted for equipment differences (reference country is Germany).
Effective on 01.11.1996. Final prices are set by dealers.

0102

Möhringen, 08.11.96
VP/PS, (sc72d)

6

ACEA Standard Form

Manufacturer: Mercedes-Benz

Date 01.11.96

Model S 320	MS S	B	D	E	F	IRL	I
Description	Currency	FB	DM	1.000 Peset.	FF	Ir. L	1.000 Lira
Sedan 5 seats, 4 doors, 3199 cc Automatic-transmission		Incl. Tax	Incl. Tax	Incl. Tax	Incl. Tax	Incl. Tax	Incl. Tax
Excl. Tax		Excl. Tax	Excl. Tax	Excl. Tax	Excl. Tax	Excl. Tax	Excl. Tax
Recommended retail price		2.383.700	1.970.000	8.451	335.700	63.702	119.020
Price Index	%	104,0	100,0	109,1	108,1	102,9	108,8
Major options							
o air conditioning		S	S	S	S	S	S
o automatic gearbox		S	S	S	S	S	S
o power steering		S	S	S	S	S	S
o ABS		S	S	S	S	S	S
o airbag		S	S	S	S	S	S
Right-hand Drive	DM	2.305	2.305	2.305	2.305		2.305
Other Information							
o warranty condition	. no. of years	1	1	1	1	1	1
o free roadside assistance	. yes/no	yes	yes	yes	yes	yes	yes
o delivery costs included	. yes/no	no	no	no	yes	no	yes

- Prices are based on recommended retail prices, adjusted for equipment differences (reference country is Germany).
Effective on 01.11.1996. Final prices are set by dealers.

Möhringen, 08.11.96
VP/PS, (sc72e)

0103

7

ACEA Standard Form

Manufacturer: Mercedes-Benz

Date 01.11.96

Model S 320		MS S	L		NL		OE		P		SW		UK	
Description		Currency	LF		G		ÖS		1.000 Esc		Skr		L	
Sedan			Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
5 seats, 4 doors, 3199 cc														
Automatic-transmission														
Recommended retail price			2.220.000	1.930.435	177.000	110.980	930.100	679.900	17.022	10.514	576.500	461.200	44.912	38.223
Price Index		%		101,9		107,6		105,1		113,0		115,7		103,3
Major options														
o air conditioning				S		S		S		S		S		S
o automatic gearbox				S		S		S		S		S		S
o power steering				S		S		S		S		S		S
o ABS				S		S		S		S		S		S
o airbag				S		S		S		S		S		S
Right-hand Drive		DM		2.305		2.305		2.305		2.305		2.305		S
Other Information														
o warranty condition		. no. of years	1		1		1		1		1		1	
o free roadside assistance		. yes/no	yes		yes		yes		yes		yes		yes	
o delivery costs included		. yes/no	yes		no		yes		no		no		no	

- Prices are based on recommended retail prices, adjusted for equipment differences (reference country is Germany).
Effective on 01.11.1996. Final prices are set by dealers.

Möhringen, 08.11.96
VP/PS, (sec72f)

PSA GROUP



CITROEN



PEUGEOT



PSA GROUP

CITROËN

Taux de change : change 11/96

Ecart de prix (corrigés des principaux équipements)

SAXO 1,1 SX 3 portes	Allemagne		Autriche		Belgique Luxembourg		Espagne		France		Pays-Bas		Portugal		Gr.-Bretagne	
	DM		ATS		FEB		ESP		FRF		NLG		Esc		GBP	
	TTC	HT	TTC	HT	TTC	HT	TTC	HT	TTC	HT	TTC	HT	TTC	HT	TTC	HT
Nom local de la version	SAXO 1,1 SX 3 portes		SAXO 1,1 SX 3 portes		SAXO 1,1 SX 3 portes		SAXO 1,1 SX 3 portes		SAXO 1,1 SX 3 portes		SAXO 1,1 SX 3 portes		SAXO 1,1 SX 3 portes		SAXO 1,1 SX 3 portes	
Prix catalogue	19 100	16 609	143 000	111 371	378 000	312 397	1 549 000	1 259 350	67 200	55 721	23 640	18 636	1 970 000	1 392 761	8 005	6 753
Indice / prix catalogue	104	121	111	115	100	110	100	109	108	120	115	108	106	100	109	122
Prix ajusté	18 800	16 348	138 000	105 919	353 200	291 901	1 549 000	1 259 350	67 200	55 721	22 640	16 021	1 890 000	1 324 385	7 455	6 345
Indice / prix ajusté	110	125	113	115	100	108	107	114	116	126	118	109	109	100	108	120
Options principales:																
- climatisation	2 000	1 739	16 000	nd	46 500	38 589	160 000	125 000	7 000	5 804	2 500	1 537	190 000	182 393	850	723
- lève vitres AV électrique	250	217	s	s	7 500	6 224	s	s	s	s	500	307	s	s	s	s
- direction assistée	750	652	s	s	s	s	70 000	54 688	2 800	2 322	s	s	s	s	375	319
- ABS	1 450	1 281	10 500	nd	33 000	27 386	150 000	117 188	5 600	4 843	2 900	1 782	135 000	115 385	nd	nd
- sac gonflable conducteur	s	s	s	s	15 000	12 448	65 000	50 781	1 500	1 244	s	s	51 000	43 590	250	213
- sac gonflable passager	s	s	s	s	11 000	9 129	55 000	42 969	3 000	2 488	500	307	51 000	43 590	190	162
- Direction à droite	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
Autres informations:																
- années de garantie	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
- assistance gratuite	oui	oui	oui	oui	non	non	oui	oui	oui	oui	oui	oui	oui	oui	oui	oui
- frais de livraison inclus	non	non	non	non	oui	oui	oui	oui	oui	oui	non	non	oui	oui	non	non

- Le prix ajusté est calculé à partir du prix catalogue constructeur ajusté des principaux écarts d'équipements. Les prix sont ceux du 1er mai 1995. Le prix final est fixé par le réseau.

- Options principales: S (série), Prix d'option, n.d. (non disponible)

- Des contraintes particulières existent en Belgique (plusieurs années de contrôle des prix), aux Pays-Bas (taxation excessive), au Portugal (taxation excessive) et en Irlande (taxation excessive).

- Les prix clients en Irlande sont fixés par un importateur indépendant.

- Les options principales peuvent ne pas être disponibles sur la version faisant l'objet de cette étude.

n.c. = non comparable

(1) - Pas de prix catalogue, car la direction à droite n'est pas une option. Elle caractérise les véhicules GB et IR, au même titre que la direction à gauche dans les autres pays.

Les commandes de direction à droite comme de direction à gauche sont honorées quel que soit le pays.

SAXO 1,1 SX 3 portes	Italie		Irlande		Suède	
	Lira (1000)		Ir.£		SEK	
	TTC	HT	TTC	HT	TTC	HT
Nom local de la version	SAXO 1,1 SX 3 portes		nd		nd	
Prix catalogue	18 990	15 057				
Indice / prix catalogue	104	109				
Prix ajusté	18 540	14 679				
Indice / prix ajusté	108	112				
Options principales:						
- climatisation	1 950	1 639				
- lave vitres AV électrique		s				
- direction assistée	800	672				
- ABS	1 800	1 513				
- sac gonflable conducteur	420	353				
- sac gonflable passager	420	353				
- Direction à droite	(1)					
Autres informations:						
- années de garantie	1					
- assistance gratuite	oui					
- frais de livraison inclus	oui					

- Le prix ajusté est calculé à partir du prix catalogue constructeur ajusté des principaux écarts d'équipements. Les prix sont ceux du 1er mai 1995. Le prix final est
- Options principales: S (série), Prix d'option, n.d. (non disponible)
- Des contraintes particulières existent en Belgique (plusieurs années de contrôle des prix), aux Pays-Bas (taxation excessive), au Portugal (taxation excessive) et e
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Les commandes de direction à droite comme de direction à gauche sont honorées quel que soit le pays.

Ecart de prix (corrigés des principaux équipements)

ZX 1.9 TD SX BV 5 5 portes	Allemagne		Autriche		Belgique Luxembourg FEB		Espagne		France		Pays-Bas		Portugal		Gr.-Bretagne	
	DM		ATS		TTC		TTC		TTC		TTC		TTC		TTC	
	HT	ZX SX 1,9 TD BV5 5p	HT	ZX SX 1,9 TD BV5 5p	HT	ZX SX 1,9 TD BV5 5p	HT	ZX SX 1,9 TD BV5 5p	HT	ZX SX 1,9 TD BV5 5p	HT	ZX SX 1,9 TD BV5 5p	HT	ZX SX 1,9 TD BV5 5p	HT	ZX SX 1,9 TD BV5 5p
Nom local de la version																
Prix catalogue	29 500	25 652	220 700	168 731	625 000	516 529	2 720 000	2 211 382	110 200	91 376	40 090	20 875	4 490 000	2 318 807	12 715	10 821
Indice / prix catalogue	100	138	106	129	103	135	110	141	111	145	121	100	151	123	107	145
Prix ajusté	29 050	25 261	215 200	164 526	625 000	516 529	2 620 400	2 130 407	110 200	91 376	39 590	27 991	4 312 000	2 166 470	11 290	9 609
Indice / prix ajusté	103	118	109	109	108	117	111	118	116	126	126	117	152	100	100	111
Options principales:																
- climatisation	2 450	2 130	16 000	14 198	53 812	44 657	169 000	132 031	7 500	6 324	2 000	1 229	201 000	171 795	10 010	nd
- boîte automatique	nd		nd		nd		nd		nd		nd		nd			nd
- direction assistée	s		s		s		s		s		s		s		s	s
- ABS	600	522	11 300	8 634	47 547	39 458	183 000	142 969	5 600	4 722	3 210	1 973	197 000	168 376	790	672
- sac gonflable	s		s		15 293	12 691	s		1 500	1 265	s		76 000	84 957	s	s
- Direction à droite	(1)		(1)		(1)		(1)		(1)		(1)		(1)		(1)	(1)
Autres informations:																
- années de garantie	1		1		1		1		1		1		1		1	
- assistance gratuite	oui		oui		non		oui		oui		oui		oui		oui	
- frais de livraison inclus	non		non		oui		oui		oui		non		oui		non	

- Le prix ajusté est calculé à partir du prix catalogue constructeur ajusté des principaux écarts d'équipements. Les prix sont ceux du 1er mai 1995. Le prix final est fixé par le réseau.

- Options principales: S (série), Prix d'option, n.d. (non disponible)

- Des contraintes particulières existent en Belgique (plusieurs années de contrôle des prix), aux Pays-Bas (taxation excessive), au Portugal (taxation excessive) et en Irlande (taxation excessi

- Les prix clients en Irlande sont fixés par un importateur indépendant.

- Les options principales peuvent ne pas être disponibles sur la version faisant l'objet de cette étude.

n.c. = non comparable

(1) - Pas de prix catalogue, car la direction à droite n'est pas une option. Elle caractérise les véhicules GB et IR, au même titre que la direction à gauche dans les autres pays.

Les commandes de direction à droite comme de direction à gauche sont honorées quel que soit le pays.

ZX 1.9 TD SX BV 5 5 portes	Italie		
	TTC	HT	Lira (1000)
Nom local de la version	ZX SX 1,9 TD BV5 5p		
Prix catalogue	31 200	25 309	
Indice / prix catalogue	106	136	
Prix ajusté	31 030	25 166	
Indice / prix ajusté	111	118	
Options principales:			
- climatisation	2 249	1 890	
- boîte automatique		nd	
- direction assistée		s	
- ABS	1 975	1 660	
- sac gonflable		s	
- Direction à droite		(1)	
Autres informations:			
- années de garantie		1	
- assistance gratuite		oui	
- frais de livraison inclus		oui	

el.

Taux de change : change 11/96

Ecart de prix (corrigés des principaux équipements)

Xantia 1,8i SX BV 5	Allemagne		Autriche		Belgique Luxembourg FEB		Espagne		France		Pays-Bas		Portugal		Gr.-Bretagne	
	TTC	HT	TTC	HT	TTC	HT	TTC	HT	TTC	HT	TTC	HT	TTC	HT	TTC	HT
Nom local de la version	Xantia 1,8i SX BV5		Xantia 1,8i SX BV5		Xantia 1,8i SX BV5		Xantia 1,8i SX BV5		Xantia 1,8i SX BV5		Xantia 1,8i SX BV5		Xantia 1,8i SX BV5		Xantia 1,8i SX BV5	
Prix catalogue	35 450	30 826	284 000	213 213	717 967	593 361	3 124 000	2 440 625	1 24 000	102 819	42 985	28 526	4 775 000	2 958 197	14 880	12 864
Indice / prix catalogue	102	121	117	119	101	113	107	114	106	120	111	100	136	115	107	124
Prix ajusté	33 250	28 913	263 000	197 447	702 674	580 722	2 845 000	2 222 656	1 24 000	102 819	41 225	27 444	4 034 000	2 376 145	11 585	9 860
Indice / prix ajusté	115	123	130	119	118	120	117	112	127	130	128	104	141	100	100	104
Options principales:																
- climatisation	3 375	2 935	18 000	nd	59 880	57 992	169 000	132 031	8 200	6 814	4 950	3 042				
- boîte automatique	2 450	2 130	20 000	13 240	48 700	40 415	268 000	209 375	5 400	4 553	3 030	2 274	nd		990	840
- direction assistée																
- ABS			12 000	nd	51 312	42 583	194 373	151 854	5 600	4 722	4 140	2 545	228 000	194 872		
- sac gonflable conducteur					15 293	12 891			1 500	1 265			90 000	78 323		
- sac gonflable passager					10 011	8 308	60 515	47 277	1 500	1 265	1 270	2 545	22 000	18 803	250	213
- Direction à droite	(1)		(1)		(1)		(1)		(1)		(1)		(1)		(1)	
Autres informations:																
- années de garantie	1		1		1		1		1		1		1		1	
- assistance gratuite	oui		oui		non		oui		oui		non		oui		oui	
- frais de livraison inclus	non		non		oui		oui		oui		non		oui		non	

- Le prix ajusté est calculé à partir du prix catalogue constructeur ajusté des principaux écarts d'équipements. Les prix sont ceux du 1er mai 1995. Le prix final est fixé par le réseau.
- Options principales: S (série), Prix d'option, n.d. (non disponible)
- Des contraintes particulières existent en Belgique (plusieurs années de contrôle des prix), aux Pays-Bas (taxation excessive), au Portugal (taxation excessive) et en Irlande (taxation excess
- Les prix clients en Irlande sont fixés par un importateur indépendant.
- Les options principales peuvent ne pas être disponibles sur la version faisant l'objet de cette étude.

n.c. = non comparable

(1) - Pas de prix catalogue, car la direction à droite n'est pas une option. Elle caractérise les véhicules GB et IR, au même titre que la direction à gauche dans les autres pays.
Les commandes de direction à droite comme de direction à gauche sont honorées quel que soit le pays.

Xantia 1.8i SX BV 5	Italie Lira (1000)		Irlande Ir.£		Suède SEK	
	TTC	HT	TTC	HT	TTC	HT
Norm local de la version	Xantia 1.8i SX BV5		Xantia 1.8i SX BV5		Xantia 1.8i SX BV5	
Prix catalogue	34 800	28 150	17 000	11 117	157 900	124 905
Indice / prix catalogue	100	111	122	108	105	113
Prix ajusté	33 700	27 393	16 500	10 867	141 300	111 625
Indice / prix ajusté	117	117	142	115	113	110
Options principales:						
- climatisation	s		350	nd	o	
- boîte automatique	1 800	1 513		nd	6 400	5 120
- direction assistée	s			s	s	
- ABS	2 630	2 210	1 450	949	s	
- sac gonflable conducteur	s		350	229	s	
- sac gonflable passager	642	539	350	229	3 500	2 800
- Direction à droite	(1)		(1)		(1)	
Autres informations:						
- entrées de garantie	1		1			
- assistance gratuite	non		non			
- frais de livraison inclus	oui		non			

- Le prix ajusté est calculé à partir du prix catalogue constructeur ajusté des principaux écarts d'équipements. Les prix sont ceux du 1er mai 1995. Le prix final es
- Options principales: S (série), Prix d'option, n.d. (non disponible)
- Des contraintes particulières existent en Belgique (plusieurs années de contrôle des prix), aux Pays-Bas (taxation excessive), au Portugal (taxation excessive) et
- Les prix clients en Irlande sont fixés par un importateur indépendant.
- Les options principales peuvent ne pas être disponibles sur la version faisant l'objet de cette étude.

n.c. = non comparable

(1) - Pas de prix catalogue, car la direction à droite n'est pas une option. Elle caractérise les véhicules GB et IR, au même titre que la direction à gauche dans les a
Les commandes de direction à droite comme de direction à gauche sont honorées quel que soit le pays.

Ecart de prix (corrigés des principaux équipements)

Evasion 20 TCT SX EV 5	Allemagne		Autriche		Belgique Luxembourg FEB		Espagne		France		Pays-Bas		Portugal		DATE: 01/06-95	
	DM		ATS				ESP		FRF		NLG		Esc		Gr.-Bretagne	
	TTC	HT	TTC	HT	TTC	HT	TTC	HT	TTC	HT	TTC	HT	TTC	HT	TTC	HT
Nom local de la version	Evasion 20 TCT SX 5 Places		Evasion 20 TCT SX 5 Places		Evasion 20 TCT SX 5 Places		Evasion 20 TCT SX 5 Places		Evasion 20 TCT SX 5 Places		Evasion 20 TCT SX 5 Places		ND		ND	
Prix catalogue	50 160	43 617	423 400	304 167	989 100	817 438	4 247 000	3 317 969	180 700	149 834	66 155	42 767				
Indice / prix catalogue	104	114	125	113	100	104	105	103	111	116	123	100				
Prix ajusté	46 675	40 587	403 792	290 080	966 677	798 907	4 272 598	3 337 967	180 700	149 834	63 260	40 987				
Indice / prix ajusté	100	111	123	113	101	106	109	108	115	121	121	100				
Options principales:																
- climatisation	3 610	3 139			nd		nd		9 000	7 589						
- sac gonflable conducteur	s		s		22 423	18 608	s		2 500	2 108	s					
- sac gonflable passager	s		s		22 423	18 608	65 963	51 534								
- ABS	s		12 000		50 960	42 290	201 826	157 677	8 640	7 285	3 795	2 545				
- ADC	s				5 090	5 054	25 598	19 998	1 200	1 012						
- Direction à droite	(1)		(1)		(1)		(1)		(1)		(1)					
Autres informations:																
- années de garantie	1		1		1		1		1		1		1		1	
- assistance gratuite	oui		oui		non		oui		oui		non		oui		oui	
- frais de livraison inclus	non		non		oui		oui		oui		non		oui		non	

- Le prix ajusté est calculé à partir du prix catalogue constructeur ajusté des principaux écarts d'équipements. Les prix sont ceux du 1er mai 1995. Le prix final est fixé par le réseau.
- Options principales: S (série), Prix d'option, n.d. (non disponible)
- Des contraintes particulières existent en Belgique (plusieurs années de contrôle des prix), aux Pays-Bas (taxation excessive), au Portugal (taxation excessive) et en Irlande (taxation excessive).
- Les prix clients en Irlande sont fixés par un importateur indépendant.
- Les options principales peuvent ne pas être disponibles sur la version faisant l'objet de cette étude.

n.o. = non comparable

(1) - Pas de prix catalogue, car la direction à droite n'est pas une option. Elle caractérise les véhicules GB et IR, au même titre que la direction à gauche dans les autres pays.
Les commandes de direction à droite comme de direction à gauche sont honorées quel que soit le pays.

Evasion 20 TCT SX 5V 5	Italie		Irlande		Suède	
	Lire (1000)		Ir. f.		SEK	
	TTC	HT	TTC	HT	TTC	HT
Nom local de la version	Evasion 20 TCT SX 5 Places		Evasion 20 TCT SX 5 Places		Evasion 20 TCT SX 7 Places	
Prix catalogue	49 100	40 334	25 500	16 577	235 900	187 305
Indice / prix catalogue	102	106	132	108	113	113
Prix ajusté	48 020	39 427	25 500	16 577	230 900	183 305
Indice / prix ajusté	103	108	136	112	114	116
Options principales:						
- climatisation	s		1 650	1 079	10 900	8 190
- sac gonflable conducteur	s			nd		s
- sac gonflable passager	s			s		
- ABS	2 818	2 200	1 450	949		
- ADC			350	229	3 000	2 400
- Direction à droite	(1)		(1)		(1)	
Autres informations:						
- années de garantie	1		1			
- assistance gratuite	non		non			
- frais de livraison inclus	oui		non			

- Le prix ajusté est calculé à partir du prix catalogue constructeur ajusté des principaux écarts d'équipements. Les prix sont ceux du 1^{er} mai 1995. Le prix final es

- Options principales: S (série), Prix d'option, n.d. (non disponible)

- Des contraintes particulières existent en Belgique (plusieurs années de contrôle des prix), aux Pays-Bas (taxation excessive), au Portugal (taxation excessive) et

- Les prix clients en Irlande sont fixés par un importateur indépendant.

- Les options principales peuvent ne pas être disponibles sur la version faisant l'objet de cette étude.

n.c. = non comparable

(1) - Pas de prix catalogue, car la direction à droite n'est pas une option. Elle caractérise les véhicules GB et IR, au même titre que la direction à gauche dans les a

Les commandes de direction à droite comme de direction à gauche sont honorées quel que soit le pays.

PSA GROUP

PEUGEOT



ACEA STANDARD FORM

DATE : 22/11/96

106	MS Currency	B		D		E		F		IRL		m. Liras	
		XN 1124cc 3P		LgBeach1124cc 3P		XN 1124cc 3P		Equinoxe 1124cc 3P		XL 1124cc 3P		XN 1124cc 3P	
Description		FB		DM		m. Pesetas		FF		Ir. £			
		Incl Tax	Excl Tax	Incl Tax	Excl Tax	Incl Tax	Excl Tax	Incl Tax	Excl Tax	Incl Tax	Excl Tax	Incl Tax	Excl Tax
Recommended retail price		363735	300608	17734	15421	1495	1215	66200	54892	9540	6201	18152	15254
Price Index		105,2	106,3	105,7	112,4	105,8	105,2	116,8	118,5	141,0	112,1	108,2	111,2
Major Options													
Air Conditionning		48500	40083	1900	1652	165	134	8100	6716			2050	1723
Automatic gearbox		32200	26612	na	783	na	57	5300	4395			na	
Power steering		20800	17190	900	1296	70	126	2800	2322			850	714
ABS		35000	28926	1490		155	49	5600	4643			1910	1605
Air BAG conducteur		S		S		60		1500	1244			420	353
Right hand Drive		(1)		(1)		(1)		(1)		(1)		(1)	
Other informations													
warranty conditions		1		1		1		1				1	
free roadside assistance		yes		no		yes		yes				no	
delivery costs inclu		yes		no		no		yes					

Prices are based on recommended retail prices, adjusted for equipment differences. Effective on 1 November 1996. Final prices are set by dealers

Description : general variant description in relation to reference country including the number of doors

Major options : S(standard), Option price, NA(non available)

There is no retail price because the right and drive is not an option . it is the characteristic of the vehicles in GREAT BRITAIN and IRELAND as the left hand drive is the characteristic in other countries. The orders of right hand drive and left hand drive vehicles are honored in any country.

ACEA STANDARD FORM

DATE : 22/11/96

106	MS	L	NL	OE	P	SW	UK
Description	Currency	XN 1124cc 3P	Accent1124cc 3P	XN 1124cc 3P	XR 1124cc 3P	XN 1360cc 3P	XN 1124cc 3P
		FL	G	Sch.	Esc	Skr	£
		Incl Tax	Incl Tax	Incl Tax	Incl Tax	Incl Tax	Incl Tax
Recommended retail price		345699	23110	16290	107093	1963695	1387243
Price Index		100,0	106,3	105,9	111,0	115,7	100,0
Major Options							
Air Conditionning		46095	3290	2022	16110	190301	162650
Automatic gearbox		0	1500	922	na	na	na
Power steering		19769	1390	854	7335	82837	70801
ABS		33264	2690	1653	12280	208487	178194
Air BAG		S	500	307	S	75005	64107
Right hand Drive		(1)	(1)	(1)	(1)	(1)	(1)
Other informations							
warranty conditions		1	1	1	1	2	1
free roadside assistance		yes	no	no	yes	no	yes
delivery costs inclu		yes	no	yes	yes	yes	no

Prices are based on recommended retail prices, adjusted for equipment differences. Effective on 1 November 1996. Final prices are set by dealers
Description : general variant description in relation to reference country including the number of doors
Major options : S(standard), Option price, NA(non available)

There is no retail price because the right and drive is not an option . it is the characteristic of the vehicles in GREAT BRITAIN and IRELAND as the left hand drive is the characteristic in other countries. The orders of right hand drive and left hand drive vehicles are honored in any country.

ACEA STANDARD FORM

DATE : 22/11/96

306 Description	MS Currency	B Privilege 1360 cc 5P		D Profil 1360 cc 5P		E Style 1360 cc 5P		F Style 1360 cc 5P		IRL XL 1360 cc 5P		I XR Best 1360 cc 5P	
		FB		DM		m. Pesetas		FF		Ir. £		m. Liras	
		Incl Tax	Excl Tax	Incl Tax	Excl Tax	Incl Tax	Excl Tax	Incl Tax	Excl Tax	Incl Tax	Excl Tax	Incl Tax	Excl Tax
Recommended retail price		556179	459652	25048	21781	2233	1816	99900	82836	13011	8457	25708	21603
Price Index		107,8	108,3	100,0	105,7	105,9	104,7	118,1	119,1	128,8	101,8	102,7	104,9
Major Options													
Air Conditionning		53581	44282	2395	2083	159	129	7700	6385			2150	1807
Automatic gearbox		35800	29587	2150	1870	174	141	7500	6219			2100	1765
Power steering		S	0	995	865	S	0	2800	2322			S	
ABS		49886	41228	S	0	203	165	5600	4643			2130	1790
Air BAG		S	0	S	0	S	0	1500	1244			S	
Right hand Drive		(1)		(1)		(1)		(1)		(1)		(1)	
Other Informations warranty conditions free roadside assistance delivery costs inclu		1 yes yes		1 no no		1 yes no		1 yes yes		1 no no		1 no	

Prices are based on recommended retail prices, adjusted for equipment differences. Effective on 1 November 1996. Final prices are set by dealers.
Description : general variant description in relation to reference country including the number of doors
Major options : S (standard), Option price, NA (non available)

(1) There is no retail price because the right and drive is not an option. It is the characteristic of the vehicles in GREAT BRITAIN and IRELAND as the left hand drive is the characteristic in the other countries. The orders of right hand drive and left hand drive vehicles are honored in any country.

ACEA STANDARD FORM

DATE : 22/11/96

306	MS	L	NL	OE	P	SW	UK
Description	Currency	Privilege 1360 cc 5P	XR 1360 cc 5P	XR 1360 cc 5P	XR 1360 cc 5P	XR 1360 cc 3P	XR 1360 cc 5P
		FL	G	Sch.	Esc.	Skr.	£
		Incl Tax	Incl Tax	Incl Tax	Incl Tax	Incl Tax	Incl Tax
		Excl Tax	Excl Tax	Excl Tax	Excl Tax	Excl Tax	Excl Tax
Recommended retail price		528600	34183	202859	3075383	125897	11613
Price Index		102,4	121,7	115,2	121,4	116,0	115,3
Major Options							
Air Conditionning		50924	3995	18845	205687	9300	800
Automatic gearbox		34025	2580	19000	na	8000	900
Power steering		0	S	7570	85527	S	S
ABS		47412	2995	15463	187168	6300	550
Air BAG		0	S	0	80598	S	S
Right hand Drive		(1)	(1)	(1)	(1)	(1)	(1)
Other informations							
warranty conditions		1	1	1	1	2	1
free roadside assistance		yes	no	no	yes	no	yes
delivery costs inclu		yes	no	yes	yes	yes	no

Prices are based on recommended retail prices, adjusted for equipment differences. Effective on 1 November 1996. Final prices are set by dealers
Description : general variant description in relation to reference country including the number of doors
Major options : S (standard), Option price, NA (non available)

(1) There is no retail price because the right and drive is not an option. It is the characteristic of the vehicles in GREAT BRITAIN and IRELAND as the left hand drive is the characteristic in the other countries. The orders of right hand drive and left hand drive vehicles are honored in any country.

ACEA STANDARD FORM

406	MS	B	D	E	F	IRL	I
Description	Currency	SL 1761 cc	SL 1761 cc	SL 1761 cc	SR 1761 cc	SL 1761 cc	SR 1761 cc
		FB	DM	m. Pesetas	FF	Ir. £	m. Liras
		Incl Tax	Incl Tax	Incl Tax	Incl Tax	Incl Tax	Incl Tax
		Excl Tax	Excl Tax	Excl Tax	Excl Tax	Excl Tax	Excl Tax
Recommended retail price		679271	32439	2861	119000	15451	33180
Price Index		105,2	103,5	108,4	112,5	122,3	105,9
Major Options							
Air Conditioning		60249	2445	174,9	8200		S
Automatic gearbox		na	na	na	na		na
Power steering		S	S	S	S		S
ABS		46693	S	200,7	5600		S
Air BAG		S	S	S	S		S
Right hand Drive		(1)	(1)	(1)	(1)	(1)	(1)
Other Informations							
warranty conditions		1	1	1	1	1	1
free roadside assistance		yes	no	yes	yes	no	no
delivery costs included		yes	no	no	yes	no	no

Prices are based on recommended retail prices, adjusted for equipment differences. Effective on 1 November 1996. Final prices are set by dealers
Description : general variant description in relation to reference country including the number of doors
Major options : S(standard), Option price, NA(non available)

(1) There is no retail price because the right and drive is not an option. It is the characteristic of the vehicles in GREAT BRITAIN and IRELAND as the left hand drive is the characteristic in the other countries. The orders of right hand drive and left hand drive vehicles are honored in any country.

ACEA STANDARD FORM

DATE: 26/11/96

406 Description	MS Currency	L SL 1761 cc		NL SL 1761 cc		OE ST 1761 cc		P ST 1761 cc		SW ST 1761 cc		UK L 1761 cc	
		FL		G		Sch.		Esc		Skr.		£	
		Incl Tax	Excl Tax	Incl Tax	Excl Tax	Incl Tax	Excl Tax	Incl Tax	Excl Tax	Incl Tax	Excl Tax	Incl Tax	Excl Tax
Recommended retail price		645588	561381	41528	27610	267589	200893	4216341	2480999	150468	118959	12680	10792
Price Index		100,0	111,0	118,2	100,4	121,4	116,4	133,1	100,0	110,8	111,9	100,6	109,3
Major Options													
Air Conditioning		57261	49793	3895	2394	20900	15979	na		12000	9600	na	
Automatic gearbox		na		na		na		na		na		na	
Power steering		S		S		S		S		S		S	
ABS		44378	38589	3600	2213	S		240000	205128	S		550	468
Air BAG		S		S		S		S		S		S	
Right hand Drive		(1)		(1)		(1)		(1)		(1)		(1)	
Other Informations warranty conditions free roadside assistance delivery costs included		1 yes yes		1 no no		1 no yes		1 yes yes		2 no yes		1 yes no	

Prices are based on recommended retail prices, adjusted for equipment differences. Effective on 1 November 1996. Final prices are set by dealers
Description : general variant description in relation to reference country including the number of doors
Major options : S (standard), Option price, NA (non available)

(1) There is no retail price because the right and drive is not an option. It is the characteristic of the vehicles in GREAT BRITAIN and IRELAND as the left hand drive is the characteristic in the other countries. The orders of right hand drive and left hand drive vehicles are honored in any country.

ACEA STANDARD FORM

DATE: 26/11/96

806 Description	MS Currency	B SR 1998 cc		D SR 1998 cc		E SR 1998 cc		F SR 1998 cc		I SR 1998 cc	
		Incl Tax	Excl Tax	Incl Tax	Excl Tax	Incl Tax	Excl Tax	Incl Tax	Excl Tax	Incl Tax	Excl Tax
Recommended retail price		849620	702165	38771	33714	3463	2986	151000	125207	22743	14783
Price Index		106,4	110,5	100,0	109,3	106,1	115,0	115,3	120,2	145,5	118,9
Major Options											
Air Conditionning		58140	48050	2445	2126	161,3	139	9000	7463		
Automatic gearbox		na		na		na		na			
Power steering		S		S		S		S			
ABS		51011	42158	S		202,5	175	6900	5721		
Air BAG		S		S		S		S			
Right hand Drive		(1)		(1)		(1)		(1)		(1)	
Other informations warranty conditions free roadside assistance delivery costs included		1 yes yes		1 no no		1 yes no		1 yes yes		1 no no	

Prices are based on recommended retail prices, adjusted for equipment differences. Effective on 1 November 1996. Final prices are set by dealers
Description : general variant description in relation to reference country including the number of doors
Major options : S (standard), Option price, NA (non available)

(1) There is no retail price because the right and drive is not an option. It is the characteristic of the vehicles in GREAT BRITAIN and IRELAND as the left hand drive is the characteristic in the other countries. The orders of right hand drive and left hand drive vehicles are honored in any country.

ACEA STANDARD FORM

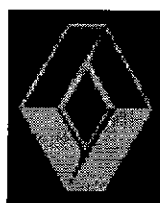
DATE : 26/11/96

806	MS	L	NL	OE	P	SW	UK
Description	Currency	SR 1998 cc	SR 1998 cc	SR 1998 cc	ST 1998 cc	SR 1998 cc	SL 1998 cc
		FL		Sch.		Skr.	
		Incl Tax	Excl Tax	Incl Tax	Excl Tax	Incl Tax	Excl Tax
Recommended retail price		807490	702165	320032	231907	6323169	3629720
Price Index		101,1	110,5	117,4	106,9	119,0	118,6
Major Options							
Air Conditioning		55257	48050	S	S	12700	10160
Automatic gearbox		na	na	na	na	na	na
Power steering		S	S	S	S	S	S
ABS		48482	42158	S	S	3500	2979
Air BAG		S	S	S	S	S	S
Right hand Drive		(1)	(1)	(1)	(1)	(1)	(1)
Other informations							
warranty conditions		1	1	1	1	2	1
free roadside assistance		yes	no	no	yes	no	yes
delivery costs included		yes	no	yes	yes	yes	no

Prices are based on recommended retail prices, adjusted for equipment differences. Effective on 1 November 1996. Final prices are set by dealers
Description : general variant description in relation to reference country including the number of doors
Major options : S (standard), Option price, NA (non available)

There is no retail price because the right and drive is not an option . it is the characteristic of the vehicles in GREAT BRITAIN and IRELAND as the left hand drive is the characteristic in the other countries. The orders of right hand drive and left hand drive vehicles are honored in any country.

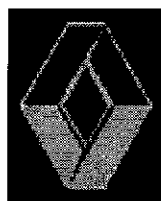
RENAULT



RENAULT

RENAULT

RENAULT



MANUFACTURER : RENAULT
CAR LINE : TWINGO

ACEA STANDARD FORM

DATE: NOVEMBER 96

MODEL/VARIANT	MS	B**		D		E		F		I	
BASE 1.2											
Description	Currency	BEC		DEM		ESP		FRF		IEP	
		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Recommended retail price											
Price Index		361 668	298 899	16 799	14 008	1 521 277	1 188 498	64 897	33 812	16 909	14 209
		105.2	103.3	100.7	104.0	108.3	100.5	115.2	113.4	101.4	101.2
Major options											
• air conditioning		42 650	35 248	2 200	1 913	163 840	133 203		N/A	1 350	1 134
• Auto. Gearbox *		46 000	38 016		N/A				N/A		
• Power Steering		20 000	16 259	1 000	870	80 000	63 041	3 000	2 487	750	630
• ABS		31 750	26 240	1 500	1 304	143 000	116 200	5 500	4 560	1 770	1 487
• Air Bag		16 400	13 354		standard	72 000	58 537	2 000	2 155	500	420
* Prices include Power Steering											
Right-hand Drive		36 873	30 000	3 085	2 682	37	29	5 950	5 017	1 653	1 389
Other Information											
• warranty conditions	n° of years	1	1	1	1	1	1	1	1	1	1
• free roadside assistance	yes/no	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
• delivery costs included	yes/no	Yes	Yes	No	No	No	No	Yes	Yes	Yes	Yes

- Prices are based on recommended retail prices, adjusted for equipment differences. Effective on November, 1st 1996. Final prices are set by dealers.
- Description: general variant description in relation to reference country (including the number of doors)
- Major options: S (Standard), Option price, NA (non available)
- **: Particular price constraints exist in B (due to the effect of several years of price control) NL (due to the high car taxes and the knock on effect of Belgian price controls) and P (due to excessive car taxation).
- In Austria, option prices including tax are approximative

MANUFACTURER : RENAULT
CAR LINE : TWINGO

MODEL/VARIANT BASE 1.2	MS	L		NL**		OE		P**		SW		UK	
		BEC		NLG		ATS		PTE		SEK		GBP	
		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Description	Currency												
Recommended retail price													
Price Index		343 734	298 899	22 303	15 917	137 881	107 384	2 172 737	1 420 592	101 623	71 096		
		100.0	103.3	120.3	101.0	117.5	108.7	128.8	100.0	140.6	117.8		
Major options													
• air conditioning		40 535	35 248	3 195	1 964	16 892	13 156	180 000	155 846	10 000	8 000		
• Auto. Gearbox *		43 718	38 016	N/A		19 300	15 031	N/A		N/A			
• Power Steering		18 098	16 259	1 495	919	7 600	5 919	75 000	64 103	N/A			
• ABS		30 176	26 240	2 490	1 530	10 900	8 489	150 000	128 205	N/A			
• Air Bag		15 567	13 554	950	584	3 250	3 037	65 000	55 556	standard			
* Prices include Power Steering													
Right-hand Drive		35 190	30 600	2 751	1 691	7 028	5 474	35	30				
Other Information													
• warranty conditions	n° of years	1	Yes	1	Yes	1	Yes	1	Yes	1	Yes		
• free roadside assistance	yes/no	Yes		No		Yes		No		No			
• delivery costs included	yes/no	Yes		No		Yes		No		No			

MANUFACTURER : RENAULT
CAR LINE CLIO

ACEA STANDARD FORM

DATE: NOVEMBER 96

MODEL/VARIANT	MS	B**		D		E		F		IRL		I	
Description	Currency	BEC		DEM		ESP		FRF		IEP		ITL x 1000	
		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Recommended retail price		432 707	374 138	20 873	18 151	2 006 846	1 594 555	82 437	68 356	12 300	8 045	22 047	18 527
Price Index		105.3	103.0	100.0	102.9	114.2	107.4	117.0	114.8	146.2	113.2	105.7	105.1
Major options													
• air conditioning		48 650	40 207	2 200	1 913	183 000	148 780	6 300	5 389	N/A		1 430	1 218
• Auto. Gearbox		32 954	27 235	1 600	1 391	165 281	134 375	5 000	4 146	1 200	784	1 800	1 513
• Power Steering		20 830	17 231	935	813	88 406	71 875	3 000	2 488	330	216	880	739
• ABS		35 100	29 008	1 500	1 304	178 734	145 312	6 500	5 390	1 200	784	1 800	1 580
• ATR BAG		18 430	15 248	5	5	72 070	58 593	2 600	2 156	330	229	500	420
Right-hand Drive		36 873	30 400	1 733	1 524	1 428	1 116	6 000	5 059	5		1 667	1 401
Other Information													
• warranty conditions	• n° of year	1	1	1	1	1	1	1	1	1	1	1	1
• free roadside assistance	• yes/no	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
• delivery costs included	• yes/no	Yes	Yes	No	No	No	No	Yes	Yes	No	No	Yes	Yes

- Prices are based on recommended retail prices, adjusted for equipment differences. Effective on November 1st, 1996. Final prices are set by dealers.

- Description: general variant description in relation to reference country (including the numbers of doors)

- Major options: S (Standard), Option price, NA (non available)

- **): Particular price constraints exist in B (due to the effect of several years of price control) NL (due to the high car taxes and the knock on effect of Belgian price controls) and P (due to excessive car taxation).

- In Austria, option prices including tax are approximately

MANUFACTURER : RENAULT
CAR LINE CLIO

MODEL/VARIANT	MS	L		NL**		OE		P**		Sw		UK	
Description	Currency	BEC		NLG		ATS		PTE		SEK		GBP	
		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Recommended retail price													
Price Index		430 259	374 138	30 881	21 065	176 363	138 650	2 611 779	1 782 643			9 328	7 939
		100.1	103.0	132.0	106.6	120.1	111.8	123.8	100.0			111.1	112.0
Major options													
• air conditioning		48 238	40 207	3 620	2 225	17 402	13 553	265 300	175 470			N/A	579
• Auto. Gearbox		31 320	27 235	2 895	1 779	13 210	12 346	212 800	181 880				319
• Power Steering		19 816	17 231	1 575	968	4 541	3 337	78 000	66 667			680	553
• ABS		33 339	29 008	2 990	1 838	12 819	9 984	182 400	159 897			375	221
• AIR BAG		17 535	15 248	950	584	3 899	3 037	73 000	62 393			650	
												200	
Right-hand Drive		35 190	30 000	1 967	1 209	3 956	3 110	209 076	180 238			5	
Other information													
• warranty conditions	n° of year	1		1		1		1				1	
• free roadside assistance	yes/no	Yes		Yes		Yes		Yes				Yes	
• delivery costs included	yes/no	Yes		No		Yes		No				No	

CAR LINE MEGANE

ACEA STANDARD FORM

DATE: NOVEMBER 1996

MODEL/VARIANT	MS	B**		D		E		F		IRL		I	
Description	Currency	BEC		DEM		ESP		FRF		IEP		ITL x 1000	
		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Recommended retail price													
Price Index		555 809	459 313	26 697	23 215	2 533 806	2 023 273	102 363	84 878	14 339	9 376	28 975	22 936
		105.2	102.3	104.1	106.5	117.4	110.3	118.2	115.3	138.7	106.7	113.1	105.3
Major options													
• air conditioning		62400	51570	2200	1913	180175	146484	7 600	6 302			2100	1765
• Auto. Gearbox		56300	46329	1900	1632	221016	179688	8000	6 633			2600	2185
• power steering													
• ABS		42000	34711	660	574	182578	148437	6 500	5 390				
• AIR BAG		17400	14380					2600	2 156				
Right-hand Drive		36 873	30 600	1 777	1 545	1 496	1 169	6000	5039	S		1 667	1 401
Other information	n° of years	1	1	1	1	1	1	1	1	1	1	1	1
• warranty conditions	yes/no	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
• free roadside assistance	yes/no	Yes	Yes	No	No	No	No	Yes	Yes	No	No	Yes	Yes
• delivery costs included	yes/no	Yes	Yes	No	No	No	No	Yes	Yes	No	No	Yes	Yes

• Prices are based on recommended retail prices, adjusted for equipment differences. Effective on November 1st, 1996. Final prices are set by dealers.

• Descriptive general variant description in relation to reference country (including the numbers of doors)

• Major options: S (Standard), Option price, NA (non available)

• ** Particular price constraints exist in B (due to the effect of several years of price control) NL (due to the high car taxes and the knock on effect of Belgian price controls) and P (due to excessive car taxation).

• In Austria, option prices including tax are approximately

CAR LINE MEGANE

0

MODEL/VARIANT	MS	L		NL**		OE		P**		SW		UK	
Description	Currency	BEC		NLG		ATS		PTE		SW		GBP	
		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Recommended retail price													
Price Index													
Major options													
• air conditioning													
• Auto. Gearbox													
• power steering													
• ABS													
• AIR BAG													
Right-hand Drive													
Other information													
• warranty conditions	• n° of years	1	1	1	1	1	1	1	1			1	
• free roadside assistance	• yes/no	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes			Yes	
• delivery costs included	• yes/no	Yes	No	No	No	Yes	Yes	No	No			No	

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MANUFACTURER RENAULT
CAR LINE LAGUNA

MODEL/VARIANT	MS	L		NL**		OE		P**		Sw		UK	
Description	Currency	BEC		NLG		ATS		PTE		SEK		GBP	
		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Recommended retail price													
Price Index		778 101	676 610	53 056	34 696	323 914	243 179	5 214 778	2 920 021	188 929	149 337	15 532	13 219
		100.0	113.7	122.4	107.1	121.9	119.7	136.6	100.0	115.4	119.3	102.3	113.8
Major options													
• air conditioning		52273	45455	5000	3442	18657	14264			11500	9200	815	694
• Auto. Gearbox		57150	47231	3350	2059	15143	11577	253000	216239	10500	8400	770	655
• power steering													
• ABS													
• Air Bag		41057	35702	3750	2305	16126	12329	263300	225043	5900	4720	690	441
		19483	16942			4855	3712			3200	2560	280	221
Right-hand Drive		35 190	30 600	1 992	1 224	4 287	3 218						
Other information													
• warranty conditions	• n° of years	1		1		1		1		1		1	
• free roadside assistance	• yes/no	Yes		Yes		Yes		Yes		Yes		Yes	
• delivery costs included	• yes/no	Yes		No		Yes		No		No		No	

MANUFACTURER RENAULT
CAR LINE SAFRANE

ACEA STANDARD FORM

DATE: NOVEMBER 96

MODEL/VARIANT	MS	B**		D		E		F		I	
Description	Currency	BEC		DEM		ESP		FRF		IEP	
		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Recommended retail price											
Price Index											
Major options											
• air conditioning		57050	71942								
• Auto. Gearbox		78700	63041	3200	2783	276000	215625	12 000	9 950		
• power steering								12 000	9 950		
• ABS											
• Air Bag											
Right-hand Drive		36 873	30 600	1 777	1 545	1 496	1 169	6000	5059	1 607	1 401
Other information											
• warranty conditions	n° of year	1	1	1	1	1	1	1	1	1	1
• free roadside assistance	yes/no	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
• delivery costs included	yes/no	Yes	Yes	No	No	No	No	Yes	No	Yes	Yes

- Prices are based on recommended retail prices, adjusted for equipment differences. Effective on November 1st, 1996. Final prices are set by dealers.
- Description: general variant description in relation to reference country (including the numbers of doors)
- Major options: S (Standard), Option price, NA (non available)
- **: Particular price constraints exist in B (due to the effect of several years of price control) NL (due to the high car taxes and the knock on effect of Belgian price controls) and P (due to excessive car taxation).
- In Austria, option prices including tax are approximately

MANUFACTURER RENAULT
CAR LINE SAFRANE

MODEL/VARIANT	MS	L		NL**		OE		P**		Sw		UK	
Description	Currency	BEC		NLG		ATS		PTE		SEK		GBP	
		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Recommended retail price													
Price Index		1 034 973	917 367	69 079	44 913	490 829	361 968	8 000 323	4 913 719			21 096	17 954
		100.0	111.2	119.2	100.0	136.3	128.5	154.5	121.3			102.4	111.4
Major options													
• Air conditioning		82733	71042	N/A or S		20338	23308	S				900	766
• Auto. Gearbox		78700	65041	4900	3012	24342	18275	200000	247803			930	908
• power steering		S	S	S	S	S	S	S	S			S	S
• ABS		S	S	N/A or S	S	S	S	S	S			S	S
• Air Bag		S	S	N/A or S	S	S	S	S	S			S	S
Right-hand Drive		35 190	30 000	1 992	1 224	4 364	3 218	208 384	179 641			S	
Other Information													
• warranty conditions	• n° of year	1	1	1	1	1	1	1	1			1	
• free roadside assistance	• yes/no	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes			Yes	
• delivery costs included	• yes/no	Yes	Yes	No	No	Yes	Yes	No	No			No	

MANUFACTURER RENAULT
CAR LINE ESPACE

ACEA STANDARD FORM

DATE: NOVEMBER 96

MODEL/VARIANT		MS	B**		D		E		F		I	
Description		Currency	BEC		DEM		ESP		FRF		IEP	
			Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Recommended retail price												
Price Index												
Major options												
• air conditioning												
• Auto. Gearbox												
• power steering												
• ABS												
• Air Bag												
Right-hand Drive												
Other Information												
• warranty conditions		n° of years	1	1	1	1	1	1	1	1	1	1
• free roadside assistance		yes/no	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
• delivery costs included		yes/no	Yes	Yes	No	No	No	Yes	Yes	No	Yes	Yes

0137

- Prices are based on recommended retail prices, adjusted for equipment differences. Effective on November 1st, 1996. Final prices are set by dealers.
- Description: general variant description in relation to reference country (including the numbers of doors)
- Major options: S (Standard), Option price, NA (non available)
- **, Particular price constraints exist in B (due to the effect of several years of price control) NL (due to the high car taxes and the knock on effect of Belgian price controls) and P (due to excessive car taxation).
- In Austria, option prices including tax are approximately

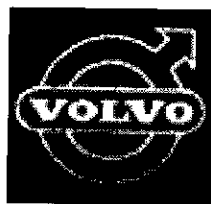
MANUFACTURER RENAULT
CAR LINE ESPACE

MODEL/VARIANT	MS	L		NL**		OE		P**		Sw		UK	
Description	Currency	BEC		NLG		ATS		PTE		SEK		GBP	
		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Recommended retail price													
Price Index		1 031 803	903 359	76 845	49 317	417 045	307 555	8 285 302	5 048 148	0	0	22 500	19 149
		100.0	100.3	134.2	100.6	117.6	100.0	102.5	114.2	0.0	0.0	110.9	108.9
Major options													
• air conditioning		57928	50372	N/A									
• Auto. Gearbox		56109	48843	4803	2953	22810	16505	487200	416410			N/A	N/A
• power steering													
• ABS		44812	38967	3700	2274	19899	14675	257000	220427				
• Air Bag													
Right-hand Drive		35 190	50 000	1 992	1 224	4 304	3 218	208 384	179 641				
Other Information													
• warranty conditions	n° of years	1		1		1		1		1		1	
• free roadside assistance	yes/no	Yes		Yes		Yes		Yes		Yes		Yes	
• delivery costs included	yes/no	Yes		No		Yes		No		Yes		No	

VOLVO



VOLVO



VOLVO

VOLVO

Description

Volvo S40 1.8 (4 d)

Currency	B FB		D DM		E Peseta		F FF		IRL Ir £		I Lira	
	incl. tax	excl. tax	incl. tax	excl. tax	incl. tax	excl. tax	incl. tax	excl. tax	incl. tax	excl. tax	incl. tax	excl. tax
Recommended Retail Price Index	782600 109	646777 114	37280 107	32417 118	3109000 106	2428906 105	130600 111	108292 116	17110 121	11122 100	37330000 107	31369748 114
Options:												
Air Conditioning	54100	44711	2500	2174	s		10000	7940	1450	1145	s (A)	
Automatic Gearbox*	55000	45455	2700	2348	185000	144531	9200	7306	1400	1105	na	
Power Steering	s		s		s		s		s		s	
ABS	s		s		s		s		s		s	
Airbag, Driver	s		s		s		s		s		s	
RHD	25000	20747	1200	1043	90000	70312	4100	3457	s		1100000	924370
Warranty Conditions	1 year		1 year		1 year		1 year		1 year		1 year	
Free Road Assistance	y		y		y		y		y		y	
Delivery Costs Included	y		n		n		y		n		y	
Currency 1 ECU=	39.7301		1.92857		162.394		6.51345		0.77769		1927.71	

1-Nov-96

- Prices based on recommended retail prices adjusted for equipment differences, effective on May 1, 1996. Final prices are set by dealers.

- Description: General variant description in relation to reference country (including numbers of doors)

- Major options: s (standard), option price, na (not available)

(A): Automatic Climate Control

Description

Volvo S40 1.8 (4 d)

Currency	L FL		NL G		OE Schilling		P Esc		SW SK		UK £	
Recommended Retail Price Index	incl. tax 751268 118	excl. tax 653277 115	incl. tax 47040 120	excl. tax 30998 100	incl. tax 298812 122	excl. tax 224333 116	incl. tax 5160000 146	excl. tax 3344107 120	incl. tax 177200 117	excl. tax 140345 117	incl. tax 14050 100	excl. tax 11957 108
Options:												
Air Conditioning	51417	44711	3100	1905	23571	17857	s		13400	10050	1050	894
Automatic Gearbox*	52273	45454	3800	2335	30500	23106	s	318965	14400	10800	1000	851
Power Steering	s		s		s		s		s		s	
ABS	s		s		s		s		s		s	
Airbag, Driver	s		s		s		s		s		s	
RHD	24058	20920	1525	937	10250	7900	150000	129310	3300	2630	s	
Warranty Conditions	1 year		1 year		1 year		1 year		1 year		3 year	
Free Road Assistance	y		y		y		y		n		y	
Delivery Costs Included	y		n		y		n		n		n	
Currency 1 ECU=	39.7301		2.16263		13.5663		195.017		8.35813		0.77574	

1-Nov-96

- Prices based on recommended retail prices adjusted for equipment differences, effective on May 1, 1996. Final prices are set by dealers.

- Description: General variant description in relation to reference country (including numbers of doors)

- Major options: s (standard), option price, na (not available)

(A): Automatic Climate Control

Description

Volvo 850 2.0 10 V (4 d)

Currency	B FB		D DM		E Peseta		F FF		IRL Ir £		I Lira	
	incl. tax	excl. tax	incl. tax	excl. tax	incl. tax	excl. tax	incl. tax	excl. tax	incl. tax	excl. tax	incl. tax	excl. tax
Recommended Retail Price	1010800	835372	48260	41965	4250000	3320313	167150	138599	22935	14909	46800000	39327731
Price Index	123	111	121	115	126	108	124	112	142	101	117	108
Major Options:												
Air Conditioning	54100	44711	3450	3000	s		10000	7940	1450	1144	s	
Automatic Gearbox	73000	60330	3250	2826	185000	144531	10000	7940	1400	1105	2900000	2437000
Power Steering	s		s		s		s		s		s	
ABS	s		s		s		s		s		s	
Airbag, Driver	s		s		s		s		s		s	
RHD	25000	20747	1200	1043	90000	70312	4100	3457	s		1100000	924370
Warranty Conditions	1 year		1 year		1 year		1 year		1 year		1 year	
Free Road Assistance	y		y		y		y		y		y	
Delivery Costs Included	y		n		n		y		n		y	
Currency 1 ECU=	39.7301		1.92857		162.394		6.51345		0.77769		1927.71	

1-Nov-96

- Prices based on recommended retail prices adjusted for equipment differences, effective on Nov 1, 1996. Final prices are set by dealers.

- Description: General variant description in relation to reference country (including numbers of doors)

- Major options: s (standard), option price, na (not available)

(A): Automatic Climate Control

Description

Volvo 850 2.0 10 V (4 d)

Currency	L FL		NL G		OE Schilling		P Esc		SW SK		UK £	
	incl. tax	excl. tax	incl. tax	excl. tax	incl. tax	excl. tax	incl. tax	excl. tax	incl. tax	excl. tax	incl. tax	excl. tax
Recommended Retail Price	967786	841553	64695	41849	408136	298345	6990000	4238175	215000	170585	17265	14694
Price Index	118	112	145	102	145	116	173	115	124	108	108	100
Major Options:												
Air Conditioning	51417	44711	3100	1905	28913	19371	s		13400	10050	1150	979
Automatic Gearbox	69380	60330	5300	3258	34400	25595	370000	307100	14550	10912	1000	851
Power Steering	s		s		s		s		s		s	
ABS	s		s		s		s		s		s	
Airbag, Driver	s		s		s		s		s		s	
RHD	24058	20920	1525	937	10250	7900	150000	129310	3300	2630	s	
Warranty Conditions	1 year		1 year		1 year		1 year		1 year		3 year	
Free Road Assistance	y		y		y		y		n		y	
Delivery Costs Included	y		n		y		n		n		n	
Currency 1 ECU=	39.7301		2.16263		13.5663		195.017		8.35813		0.77574	

1-Nov-96

- Prices based on recommended retail prices adjusted for equipment differences, effective on Nov 1, 1996. Final prices are set by dealers.

- Description: General variant description in relation to reference country (including numbers of doors)

- Major options: s (standard), option price, na (not available)

(A): Automatic Climate Control

Description

Volvo 960 2.5 20 V (4 d)

Currency	B FB		D DM		E Peseta		F FF		IRL Ir £		I Lira	
	incl. tax	excl. tax	incl. tax	excl. tax	incl. tax	excl. tax	incl. tax	excl. tax	incl. tax	excl. tax	incl. tax	excl. tax
Recommended Retail Price Index	1133200 110	936529 107	52710 106	45835 108	5107000 122	3989844 112	193950 115	160821 112	27805 138	18075 106	56041000 113	47093277 111
Options:												
Air Conditioning	72300 (A)	59752	4600 (A)	4000	s	144531	s	7940	1550	1224	s (A)	
Automatic Gearbox	73000	60331	3250	2826	185000		10000		1490	1177	2900000	2437000
Power Steering	s		s		s		s		s		s	
ABS	s		s		s		s		s		s	
Airbag, Driver	s		s		s		s		s		s	
RHD	25000	20747	1200	1043	90000	70312	4100	3457	s		1100000	924370
Warranty Conditions	1 year		1 year		1 year		1 year		1 year		1 year	
Free Road Assistance	y		y		y		y		y		y	
Delivery Costs Included	y		n		n		y		n		y	
Currency 1 ECU=	39.7301		1.92857		162.394		6.51345		0.77769		1927.71	

1-Nov-96

- Prices based on recommended retail prices adjusted for equipment differences, effective on May 1, 1996. Final prices are set by dealers.

- Description: General variant description in relation to reference country (including numbers of doors)

- Major options: s (standard), option price, na (not available)

(A): Automatic Climate Control

Description

Volvo 960 2.5 20 V (4 d)

Currency	L FL		NL G		OE Schilling		P Esc		SW SK		UK £	
	incl. tax	excl. tax	incl. tax	excl. tax	incl. tax	excl. tax	incl. tax	excl. tax	incl. tax	excl. tax	incl. tax	excl. tax
Recommended Retail Price	1082025	940891	74035	47590	331753	4863021	9295000	4863021	238450	189345	20030	17047
Index	105	108	133	100	132	111	185	113	110	103	133	100
Options:												
Air Conditioning	68714	59752	4030 (A)	2477	29429	19423	s (A)		13400	10050	1150	979
Automatic Gearbox	68714	59752	5300	3257	27300	20313	370000	307100	14550	10913	1000	851
Power Steering	s		s		s		s		s		s	
ABS	s		s		s		s		s		s	
Airbag, Driver	s		s		s		s		s		s	
RHD	24058	20747	1525	937	10250	7900	150000	129310	3300	2630	s	
Warranty Conditions	1 year		1 year		1 year		1 year		1 year		3 year	
Free Road Assistance	y		y		y		y		n		y	
Delivery Costs Included	y		n		y		n		n		n	
Currency 1 ECU=	39.7301		2.16263		13.5663		195.017		8.35813		0.77574	

1-Nov-96

- Prices based on recommended retail prices adjusted for equipment differences, effective on May 1, 1996. Final prices are set by dealers.

- Description: General variant description in relation to reference country (including numbers of doors)

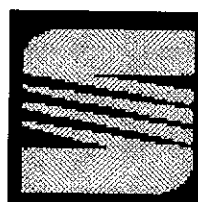
- Major options: s (standard), option price, na (not available)

(A): Automatic Climate Controle

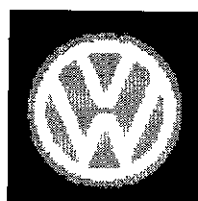
VW GROUP



AUDI



SEAT



VOLKSWAGEN

VW GROUP



AUDI

Audi AG A4

Date: 15.11.1996

Model/Variant	B		D		E		F		IRL		I	
	FB		DM		Peset.		FF		Ir.£		Lira	
Description	Incl. tax	excl. tax	Incl. tax	excl. tax	Incl. tax	excl. tax	Incl. tax	excl. tax	Incl. tax	excl. tax	Incl. tax	excl. tax
Audi A4 1.8 l, 125 hp												
Recommended												
retail price 1196												
Price ECU	876.422	724.316	41.200	35.826	3.504.848	2.706.119	147.308	120.498	22.760	14.618	39.077.182	31.842.170
Price Index	22.055	18.227	21.359	18.573	21.582	16.684	22.616	18.499	29.266	18.796	20.271	16.518
	108,8	111,2	105,4	113,3	108,5	101,6	111,6	112,8	144,4	114,6	100,0	100,0
Major options												
- air conditioning	75.625	62.500	2.900	2.522	270.000	210.938	14.540	12.056	1.923	1.589	s	s
- autom. gear box	53.200	43.967	2.700	2.348	360.000	281.250	8.700	7.214	1.690	1.397	2.660.000	2.235.294
- power steering	S	S	S	S	S	S	S	S	S	S	S	S
- ABS	S	S	S	S	S	S	S	S	S	S	S	S
- airbag	S	S	S	S	S	S	S	S	S	S	S	S
Right-hand-drive	24.648	20.370	1.150	1.000	108.800	85.000	4.221	3.500	0	0	1.320.900	1.110.000
Other information												
- warranty condition (years)	1		1				1		1		1	
- free roadside assistance	yes		yes		yes		yes		no		yes	
- delivery cost Incl. Included	no		no		no		yes		yes		yes	
1 ECU =	FB	39,7381	DM	1,9290	Peset.	162,3940	FF	6,5135	Ir.£	0,7777	Lira	1.927,7100
Nov. 1st, 1996												

Prices are based on recommended retail prices, adjusted for equipment differences, eff. on November 1st, 1996.
Final prices are set by dealers.

Major options: S (standard). Option price, NA (not available)

Audi AG A4

Date: 15.11.1996

Model/Variant	L		NL		OE		P		SW		UK	
	FL		G		Schilling		Esc.		Skr.		£	
	Incl. tax	excl. tax	Incl. tax	excl. tax	Incl. tax	excl. tax	Incl. tax	excl. tax	Incl. tax	excl. tax	Incl. tax	excl. tax
Audi A4 1.8 l, 125 hp												
Recommended retail price 1196	811,385	705,552	55,788	36,444	329,248	247,183	5,485,536	3,519,308	171,309	137,047	16,798	14,296
Price ECU	20,418	17,755	25,796	16,852	24,270	18,220	28,180	18,046	21,582	16,684	21,654	18,429
Price Index	100,7	108,3	127,3	102,8	119,7	111,1	139,0	110,1	106,5	100,0	106,8	112,4
Major options												
- air conditioning	65,000	56,522	5,866	4,992	28,306	22,045	S	S	17,200	13,760	1,795	1,528
- autom. gear box	49,000	42,609	3,900	3,319	28,630	22,298	295,000	252,137	12,000	9,600	1,159	986
- power steering	S	S	S	S	S	S	S	S	S	S	S	S
- ABS	S	S	S	S	S	S	S	S	S	S	S	S
- airbag	S	S	S	S	S	S	S	S	S	S	S	S
Right-hand-drive	23,736	20,640	1,325	1,128	9,080	7,056	129,987	111,100	6,375	5,100	0	0
Other information												
- warranty condition (years)	1		1		1		1		1		3	
- free roadside assistance	no		yes		yes		yes		yes		yes	
- delivery cost incl. included	no		no		yes		no		yes		no	
1 ECU =	FL	39,7380	G	2,1626	Schilling	13,5663	Esc.	195,0170	Skr.	8,3582	£	0,7757
Nov. 1st, 1996												

Prices are based on recommended retail prices, adjusted for equipment differences, eff. on November 1st, 1996.
Final prices are set by dealers.
Major options: S (standard). Option price: NA (not available)

Audi AG A6

Date: 15.11.1996

Model/Variant	B		D		E		F		IRL		I	
	FB		DM		Peset.		FF		Ir£		Lira	
	Incl. tax	excl. tax	Incl. tax	excl. tax	Incl. tax	excl. tax	Incl. tax	excl. tax	Incl. tax	excl. tax	Incl. tax	excl. tax
Audi A6												
2.8 l, 150 hp												
Recommended												
retail price 1196	1.128.681	932.795	51.900	45.130	4.654.956	3.604.642	179.141	146.892	32.648	19.422	56.882.963	47.800.809
Price ECU	28.403	23.474	26.906	23.396	28.665	22.197	27.503	22.552	41.981	24.973	29.508	24.797
Price Index	110,5	106,4	104,7	106,1	111,5	100,6	107,0	102,3	163,3	113,2	114,8	112,4
Major options												
- air conditioning	111.320	92.000	3.600	3.130	s	s	s	s	2.644	2.185	s	s
- autom. gear box	65.600	54.215	3.200	2.783	348.000	271.875	10.900	9.038	2.125	1.756	2.832.000	2.379.832
- power steering	S	S	S	S	S	S	S	S	S	S	S	S
- ABS	S	S	S	S	S	S	S	S	S	S	S	S
- airbag	S	S	S	S	S	S	S	S	S	S	S	S
Right-hand-drive	24.648	20.370	1.150	1.000	108.800	85.000	4.221	3.500	0	0	1.320.800	1.110.000
Other information												
- warranty condition (years)	1		1		1		1		1		1	
- free roadside assistance	yes		yes		yes		yes		no		yes	
- delivery cost Incl. Included	no		no		no		yes		yes		yes	
1 ECU =	FB	39,7381	DM	1,9290	Peset.	162,3840	FF	6,5135	Ir£	0,7777	Lira	1.927,7100
Nov. 1st. 1996												

Prices are based on recommended retail prices, adjusted for equipment differences, aft. on November 1st, 1996.
Final prices are set by dealers.

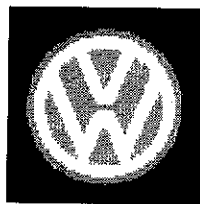
Major options: S (standard). Option price: NA (not available)

Audi AG A6

Date: 15.11.1996

Model/Variant	L			NL			OE			P			SW			UK		
	FL			G			Schilling			Esc.			Skr.			£		
Description	Incl. tax	excl. tax		Incl. tax	excl. tax		Incl. tax	excl. tax		Incl. tax	excl. tax		Incl. tax	excl. tax		Incl. tax	excl. tax	
Audi A6																		
2.6 l, 150 hp																		
Recommended	1.021.412	888.184		74.730	48.087		435.445	318.308		7.230.815	4.444.000		230.426	184.340		20.561	17.499	
retail price 1196	25.704	22.351		34.555	22.235		32.098	23.463		37.078	22.788		27.569	22.055		26.505	22.558	
Price ECU	100,0	101,3		134,4	100,8		124,9	106,4		144,2	103,3		107,3	100,0		103,1	102,3	
Major options																		
- air conditioning	74.000	64.348		8.289	7.054		37.590	25.888		s	s		17.200	13.760		2.037	1.734	
- autom. gear box	59.000	51.304		5.300	4.511		28.850	21.089		n.a.	n.a.		15.500	12.400		1.128	960	
- power steering	S	S		S	S		S	S		S	S		S	S		S	S	
- ABS	S	S		S	S		S	S		S	S		S	S		S	S	
- airbag	S	S		S	S		S	S		S	S		S	S		S	S	
Right-hand-drive	23.736	20.640		1.325	1.128		9.060	7.056		129.987	111.100		6.375	5.100		0	0	
Other Information																		
- warranty condition (years)	1			1			1			1			1			3		
- free roadside assistance	no			yes			yes			yes			yes			yes		
- delivery cost Incl. Included	no			no			yes			no			yes			no		
1 ECU =	FL	39,7380	G	2,1628			Schilling	13,5663	Esc.	195,0170	Skr.	8,3582	£			0,7757		
Nov. 1st, 1996																		

Prices are based on recommended retail prices, adjusted for equipment differences, eff. on November 1st, 1996.
Final prices are set by dealers.
Major options: S (standard). Option price: NA (not available)



VW GROUP

VOLKSWAGEN

Volkswagen

Model / Variant	B		D		E		F		IRL		I	
	FB		DM		Peset.		FF		Irl. £		Lira	
	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Description												
Polo												
50PS 5G 2D												
Recommended												
retail price	370.596,-	306.278,-	19.075,-	16.587,-	1.512.950,-	1.230.041,-	62.200,-	51.575,-	10.376,-	6.745,-	17.868.800,-	15.015.798,-
Index		116,1		129,5		114,1		119,3		130,6		117,3
Major options												
- air condition	45.620,-	37.700,-	2.020,-	1.757,-	153.000,-	124.390,-	8.030,-	6.658,-	NA	NA	1.934.000,-	1.625.000,-
- automatic g.b.	36.800,-	30.413,-	1.850,-	1.604,-	140.000,-	113.821,-	NA	NA	NA	NA	NA	NA
- power steering	S	S	S	S	58.000,-	47.154,-	3.600,-	2.985,-	S	S	988.000,-	830.000,-
- ABS	20.812,-	17.200,-	S	S	133.000,-	108.130,-	4.710,-	3.905,-	734,-	480,-	1.263.800,-	1.062.000,-
- Airbag (Fahrer)	-	-	-	-	66.000,-	53.659,-	2.360,-	1.957,-	366,-	239,-	632.000,-	531.000,-
- Airbag (Doppel)	S	S	S	S	117.000,-	95.122,-	4.710,-	3.905,-	734,-	480,-	1.263.800,-	1.062.000,-
Right hand drive	27.040,-	22.440,-	1.040,-	907,-	NA	NA	4.945,-	4.170,-	S	S	1.523.000,-	1.280.000,-
other info												
- warranty condit.												
No. of years	1		1		1		1		1		1	
- free roadside ass.												
yes / no	Yes		Yes		Yes		Yes		No		Yes	
- delivery cost incl.												
yes / no	No		No		No		Yes		No		Yes	

- prices are based on recommended retail prices adjusted for equipment differences, effect. on 1. Nov 1996. Final prices are set by dealers.
- particular price constraints exist in B (due to the effect of several years of price control), NL (due to high car taxes and the knock on effect of Belgian price controls) and P (due to excessive car taxation).
- Major options : S (standard) NA (non available)

0154

12.11.1996

6N1OF4.XLS

Volkswagen

Model / Variant	L		NL		OE		P		S		UK	
	FL		G		Schilling		Esc.		SK		£	
	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Description												
60PS 5G 2D												
Recommended retail price	341.349,-	296.825,-	23.995,-	16.902,-	137.270,-	107.917,-	2.184.062,-	1.294.680,-	86.850,-	68.180,-	7.930,-	6.749,-
Index		112,6		117,7		119,8		100,0		122,9		131,0
Major options												
- air condition	39.500,-	34.350,-	2.450,-	1.507,-	NA	NA	201.000,-	172.000,-	9.700,-	7.760,-	930,-	791,-
- automatic g.b.	38.500,-	33.478,-	2.500,-	1.536,-	NA	NA	244.000,-	208.000,-	8.300,-	6.640,-	800,-	681,-
- power steering	S	S	1.000,-	615,-	7.596,-	5.972,-	67.000,-	57.000,-	3.700,-	2.960,-	384,-	318,-
- ABS	25.000,-	21.730,-	1.895,-	1.174,-	9.967,-	7.836,-	108.000,-	92.000,-	5.900,-	4.720,-	550,-	468,-
- Airbag (Fahrer)	S	S	395,-	243,-	3.765,-	2.960,-	49.000,-	38.000,-	S	S	S	S
- Airbag (Doppel)	S	S	995,-	612,-	6.705,-	4.485,-	92.000,-	79.000,-	2.500,-	2.000,-	550,-	468,-
Right hand drive	30.000,-	26.087,-	2.245,-	1.380,-	10.047,-	7.974,-	NA	NA	6.100,-	4.880,-	S	S
other info												
- warranty condit.												
No. of years	1		1		1		1		1		1	
- free roadside ass.												
yes / no	Yes		Yes		Yes		Yes		Yes		Yes	
- delivery cost incl.												
yes / no	No		No		Yes		No		Yes		No	

- prices are based on recommended retail prices adjusted for equipment differences, effect. on 1. Nov 1996. Final prices are set by dealers.

0155

12.11.1996

Volkswagen

Model / Variant	B		D		E		F		IRL		I	
	FB		DM		Peset.		FF		Irl. £		Lira	
	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Description: Golf CL 2D 50PS 5G												
Recommended retail price	482.450,-	398.719,-	21.500,-	18.896,-	1.862.203,-	1.473.171,-	74.222,-	61.544,-	12.102,-	7.887,-	23.140.500,-	18.947.900,-
Index		110,6		106,8		100,0		104,2		111,5		108,3
Major options												
- air condition	77.680,-	64.200,-	NA	NA	NA	NA	10.820,-	8.972,-	NA	NA	NA	NA
- automatic g.b.	43.100,-	35.620,-	NA	NA	NA	NA	7.000,-	5.804,-	NA	NA	NA	NA
- power steering	S	S	S	S	S	S	S	S	S	S	S	S
- ABS	35.332,-	29.200,-	S	S	NA	NA	8.670,-	7.189,-	1.339,-	876,-	2.082.500,-	1.750.000,-
- Airbag (Fahrer)	-	-	-	-	86.000,-	69.918,-	NA	NA	556,-	364,-	944.900,-	794.000,-
- Airbag (Doppel)	S	S	S	S	127.000,-	103.252,-	5.840,-	4.544,-	835,-	546,-	1.385.200,-	1.164.000,-
Right hand drive	27.040,-	22.440,-	1.040,-	907,-	NA	NA	4.945,-	4.170,-	S	S	1.523.000,-	1.280.000,-
other info												
- warranty condit.												
No. of years	1		1				1		1		1	
- free roadside ass.												
yes / no	Yes		Yes		Yes		Yes		No		Yes	
- delivery cost incl.												
yes / no	No		No		No		Yes		No		Yes	

- prices are based on recommended retail prices adjusted for equipment differences, effect on 1. Nov. 1996. Final prices are set by dealers.
- particular price constraints exist in B (due to the effect of several years of price control), NL (due to high car taxes and the knock on effect of Belgian price controls) and P (due to excessive car taxation).
- Major options : S (standard) NA (non available)

0156

12.11.1996

1H12B4.XLS

Volkswagen

Model / Variant	L		NL		OE		P		S		UK	
	FL		G		Schilling		Esc.		SK		£	
	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Description												
Golf CL 2D												
80PS 5G												
Recommended												
retail price	449.173,-	390.585,-	28.995,-	19.977,-	165.500,-	128.894,-	2.792.811,-	1.814.978,-	111.780,-	88.100,-	10.014,-	8.522,-
Index		108,3		101,8		104,7		102,6		116,2		121,1
Major options												
- air condition	41.000,-	35.652,-	1.495,-	919,-	NA	NA	NA	NA	16.400,-	13.120,-	500,-	426,-
- automatic g.b.	40.000,-	34.783,-	3.200,-	1.967,-	NA	NA	NA	NA	8.300,-	6.640,-	830,-	706,-
- power steering	S	S	1.000,-	615,-	S	S	S	S	S	S	S	S
- ABS	42.000,-	36.520,-	1.995,-	1.226,-	17.433,-	13.836,-	229.000,-	196.000,-	9.900,-	7.920,-	875,-	745,-
- Airbag (Fahrer)	-	-	395,-	243,-	3.730,-	2.960,-	48.000,-	41.000,-	S	S	S	S
- Airbag (Doppel)	25.000,-	21.740,-	995,-	612,-	5.651,-	4.485,-	143.000,-	122.000,-	2.500,-	2.000,-	550,-	468,-
Right hand drive	30.000,-	26.087,-	2.245,-	1.380,-	10.047,-	7.974,-	NA	NA	6.100,-	4.880,-	S	S
other info												
- warranty condit.												
No. of years	1		1		1		1		1		1	
- free roadside ass.												
yes / no	Yes		Yes		Yes		Yes		Yes		Yes	
- delivery cost incl.												
yes / no	No		No		Yes		No		Yes		No	

- prices are based on recommended retail prices adjusted for equipment differences, effect. on 1. Nov. 1996. Final prices are set by dealers.

- Major options : S (standard) NA (non available)

1) 75 PS version

0157

12.11.1996

1H12B41.XLS

Volkswagen

Model / Variant	B		D		E 1)		F		IRL		I	
	FB		DM		Peset.		FF		Irl. £		Lira	
	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Description												
Vento CL												
90PS 5G 4D												
Recommended retail price	543.495,-	449.169,-	27.100,-	23.567,-	2.471.381,-	2.009.252,-	90.608,-	75.131,-	14.986,-	9.742,-	28.781.100,-	23.687.900,-
Index		105,2		113,7		115,2		107,4		116,6		114,4
Major options												
- air condition	77.882,-	64.200,-	2.375,-	2.065,-	207.000,-	168.293,-	10.820,-	8.972,-	NA	NA	3.309.000,-	2.781.000,-
- automatic g.b.	45.500,-	37.603,-	2.300,-	2.000,-	NA	NA	7.000,-	5.804,-	NA	NA	1.892.000,-	1.590.000,-
- power steering	S	S	S	S	S	S	S	S	S	S	S	S
- ABS	35.332,-	29.200,-	S	S	195.000,-	158.537,-	8.670,-	7.190,-	1.339,-	879,-	2.082.500,-	1.750.000,-
- Airbag (Fahrer)	-	-	-	-	88.900,-	69.918,-	-	-	556,-	363,-	944.900,-	794.000,-
- Airbag (Doppel)	S	S	S	S	127.000,-	103.252,-	5.480,-	4.544,-	835,-	546,-	1.385.200,-	1.164.000,-
Right hand drive	27.040,-	22.440,-	1.040,-	907,-	NA	NA	4.945,-	4.170,-	S	S	1.623.000,-	1.280.000,-
other info												
- warranty condit.												
No. of years	1		1		1		1		1		1	
- free roadside ass.												
yes / no	Yes		Yes		Yes		Yes		No		Yes	
- delivery cost incl.												
yes / no	No		No		No		Yes		No		Yes	

- prices are based on recommended retail prices adjusted for equipment differences, effect. on 1. Nov 1996. Final prices are set by dealers.
- particular price constraints exist in B (due to the effect of several years of price control), NL (due to high car taxes and the knock on effect of Belgian price controls) and P (due to excessive car taxation).

- Major options : S (standard) NA (non available)

1) Vento GL 100 PS

2) Vento CL 100 PS

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12.11.1996

1H22J4.XLS

Volkswagen

Model / Variant	L		NL		OE		P 1)		S		UK	
	FL		G		Schilling		Esc.		SK		£	
	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Description												
Vento CL												
90PS 55 4D												
Recommended												
retail price	534.614,-	464.882,-	34.290,-	23.230,-	206.500,-	156.439,-	3.578.090,-	2.189.112,-	128.700,-	101.660,-	10.986,-	9.350,-
Index		108,9		100,0		107,3		104,5		113,2		112,2
Major options												
- air condition	41.000,-	35.652,-	2.450,-	1.507,-	29.021,-	22.815,-	247.000,-	211.000,-	16.400,-	13.120,-	500,-	426,-
- automatic g.b.	40.000,-	34.783,-	3.150,-	1.936,-	18.500,-	12.390,-	213.000,-	182.000,-	9.300,-	7.740,-	818,-	695,-
- power steering	S	S	S	S	S	S	S	S	S	S	S	S
- ABS	42.000,-	36.520,-	1.995,-	1.226,-	P 11.831,-	P 9.390,-	229.000,-	194.000,-	9.900,-	7.920,-	875,-	745,-
- Airbag (Fahrer)	-	-	395,-	243,-	NA	NA	48.000,-	41.000,-	S	S	S	S
- Airbag (Doppel)	S	S	995,-	612,-	P 11.831,-	P 9.390,-	143.000,-	122.000,-	2.500,-	2.000,-	550,-	468,-
Right hand drive	30.000,-	26.087,-	2.245,-	1.380,-	10.047,-	7.974,-	NA	NA	6.100,-	4.880,-	S	S
other info												
- warranty condit.												
No. of years	1		1		1		1		1		1	
- free roadside ass.												
yes / no	Yes		Yes		Yes		Yes		Yes		Yes	
- delivery cost incl.												
yes / no	No		No		Yes		No		Yes		No	

- prices are based on recommended retail prices adjusted for equipment differences, effect. on 1. Nov 1996. Final prices are set by dealers.

- Major options : S (standard) NA (non available)

1) Vento GL 100 PS

P = safety package ABS and Double Airbags)

12.11.1996

Volkswagen

Model / Variant	B		D		E		F		IRL		I	
	FB		DM		Peset.		FF		Irl. £		Lira	
	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Description Passat CL 90PS 5G 4D												
Recommended retail price	628.213,-	519.184,-	33.010,-	28.705,-	2.743.000,-	2.230.000,-	101.390,-	84.070,-	16.390,-	10.718,-	31.303.900,-	25.807.900,-
Index		109,2		124,4		114,8		107,9		115,2		111,9
Major options												
- air condition	68.607,-	56.700,-	2.375,-	2.065,-	S	S	2.760,-	2.289,-	NA	NA	2.763.000,-	2.322.000,-
- automatic g.b.	53.300,-	44.050,-	2.300,-	2.000,-	NA	NA	7.000,-	5.804,-	1.030,-	674,-	2.790.500,-	2.345.000,-
- power steering	S	S	S	S	S	S	S	S	S	S	S	S
- ABS	35.332,-	29.200,-	S	S	195.000,-	158.537,-	8.530,-	7.073,-	1.317,-	862,-	2.136.000,-	1.795.000,-
- Airbag (Fahrer)	-	-	-	-	S	S	-	-	S	S	-	-
- Airbag (Doppel)	20.449,-	16.900,-	S	S	S	S	4.880,-	4.046,-	284,-	186,-	1.385.200,-	1.164.000,-
Right hand drive	27.040,-	22.440,-	1.040,-	907,-	NA	NA	4.945,-	4.170,-	S	S	1.523.000,-	1.280.000,-
other info												
- warranty condit.												
No. of years	1		1		1		1		1		1	
- free roadside ass.												
yes / no	Yes		Yes		Yes		Yes		No		Yes	
- delivery cost incl.												
yes / no	No		No		No		Yes		No		Yes	

- prices are based on recommended retail prices adjusted for equipment differences, effect. on 1. Nov 1996. Final prices are set by dealers.
- particular price constraints exist in B (due to the effect of several years of price control), NL (due to high car taxes and the knock on effect of Belgian price controls) and P (due to excessive car taxation).
- Major options : S (standard) NA (non available)

1) Passat GL 100 PS

2) Passat CL 100 PS

Volkswagen

Model / Variant	L		NL		OE		P		S		UK	
	FL		G		Schilling		Esc.		SK		£	
	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Description												
Passat CL												
90PS 5G 4D												
Recommended												
retail price	576.860,-	501.620,-	38.930,-	26.085,-	2)	2)	3.745.608,-	2.332.289,-	148.100,-	117.150,-	12.184,-	10.370,-
Index		105,6		100,9				100,0		117,2		111,8
Major options												
- air condition	41.000,-	35.652,-	2.450,-	1.507,-	NA	NA	329.000,-	281.000,-	19.300,-	15.440,-	NA	NA
- automatic g.b.	51.000,-	44.350,-	3.749,-	2.304,-	NA	NA	253.000,-	217.000,-	10.300,-	8.240,-	820	698
- power steering	S	S	S	S	NA	NA	S	S	S	S	S	S
- ABS	42.000,-	36.520,-	1.995,-	1.226,-	NA	NA	233.000,-	199.000,-	9.900,-	7.920,-	832,-	708,-
- Airbag (Fahrer)	-	-	-	-	NA	NA	S	S	S	S	S	S
- Airbag (Doppel)	18.000,-	15.650,-	995,-	612,-	NA	NA	S	S	2.500,-	2.000,-	550	468
Right hand drive	30.000,-	26.087,-	2.245,-	1.380,-	NA	NA	NA	NA	6.100,-	4.880,-	S	S
other info												
- warranty condit.												
No. of years	1		1				1		1		1	
- free roadside ass.												
yes / no	Yes		Yes				Yes		Yes		Yes	
- delivery cost incl.												
yes / no	No		No				No		Yes		No	

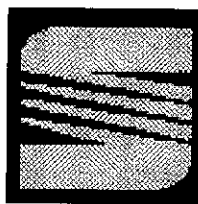
- prices are based on recommended retail prices adjusted for equipment differences, effect. on 1. Nov 1996. Final prices are set by dealers.
- Major options : S (standard) NA (non available)
1) Passat CL 100 PS
2) due to modell runout no offer since August 96

12.11.1996

3A22451.XLS

VW GROUP

SEAT





MODEL / COUNTRY

MARBELLA 3 DOORS 5 SPEED 903 c.c.
VERSION NAME

RECOMMENDED RETAIL PRICE IN COUNTRY CURRENCY	excl. tax
RECOMMENDED RETAIL PRICE IN ECU CURRENCY	incl. tax
PRICE INDEX	excl. tax
AUTOMATIC GEARBOX	incl. tax
POWER STEERING	excl. tax
AIR BAG	incl. tax
ABS	excl. tax
AIR CONDITIONING	incl. tax
RIGHT-HAND DRIVE (*) IN COUNTRY C.	
RIGHT-HAND DRIVE (*) IN ECU C.	
WARRANTY CONDITIONS (YEARS)	
FREE ROADSIDE DELIVERY COSTS INCLUDED	
E.C.U. RATE CHANGE NOV 96	

COMPARATIVE PRICES IN EUROPEAN COMMUNITY IN COUNTRY CURRENCY AND ECUS

B	D	E	F	IRL	I
903	903 BESITO	903 C.E.	903	903 SPECIAL	
196.665	9.561	687.391	31.426		9.340.000
237.965	10.995	841.500	37.900		12.299.600
4.949	4.957	4.233	4.825		4.845
5.988	5.700	5.182	5.819		6.380
116,92%	117,10%	100,00%	113,98%		114,46%
115,56%	110,00%	100,00%	112,29%		123,13%
N.A.	N.A.	N.A.	N.A.		N.A.
N.A.	N.A.	N.A.	N.A.		N.A.
N.A.	N.A.	N.A.	N.A.		N.A.
N.A.	N.A.	N.A.	N.A.		N.A.
N.A.	N.A.	N.A.	N.A.		N.A.
243.887	11.268	865.984	38.867		12.612.241
6.137	5.842	5.333	5.967		6.543
1	1	1	1		1
NO	NO	YES	YES		NO
NO	NO	YES	YES		NO
39.7381	1.92897	162.394	6.51354	0.777692	1927.71

(*) ESTIMATED PRICE FOR R.H.D. MODELS.

Prices are based on Recommended Retail Prices adjusted for equipment differences effective on 1 November 1996. Final prices are set by dealers.
Description: general variant description in relation to reference country (including the number of doors).
Major options: S (standard), Option Price, NA (non available).



MODEL / COUNTRY

MARBELLA 3 DOORS 5 SPEED 903 c.c.
VERSION NAME

RECOMMENDED RETAIL PRICE IN COUNTRY CURRENCY	excl. tax
RECOMMENDED RETAIL PRICE IN ECU CURRENCY	incl. tax
PRICE INDEX	excl. tax
AUTOMATIC GEARBOX	incl. tax
POWER STEERING	excl. tax
AIR BAG	incl. tax
AIR CONDITIONING	
ABS	
RIGHT-HAND DRIVE (*) IN COUNTRY C.	
RIGHT-HAND DRIVE (*) IN ECU C.	
WARRANTY CONDITIONS (YEARS)	
FREE ROADSIDE DELIVERY COSTS INCLUDED	
E.C.U. RATE CHANGE NOV 96	

COMPARATIVE PRICES IN EUROPEAN COMMUNITY IN COUNTRY CURRENCY AND ECUS

L	NL	OE	P	SW	UK
903	903 SPECIAL				
185.848	10.073				
213.725	12.995				
4.677	4.658				
5.378	6.009				
110,49%	110,04%				
103,79%	115,96%				
N.A.	N.A.				
N.A.	N.A.				
N.A.	N.A.				
N.A.	N.A.				
N.A.	N.A.				
219.353	13.339				
5.520	6.168				
1	1				
NO	NO				
NO	NO				
39.7381	2.16263	13.5663	195.017	8.35818	0.775744

(*) ESTIMATED PRICE FOR R.H.D. MODELS.

Prices are based on Recommended Retail Prices adjusted for equipment differences effective on 1 November 1996. Final prices are set by dealers.
Description: general variant description in relation to reference country (including the number of doors).
Major options: S (standard), Option Price, NA (non available).



MODEL / COUNTRY

IBIZA 1.4 SE 60 hp TWC 3 DOORS 5 SPEED 1.391 c.c.
VERSION NAME

RECOMMENDED RETAIL PRICE IN COUNTRY CURRENCY	excl. tax
RECOMMENDED RETAIL PRICE IN ECU CURRENCY	incl. tax
PRICE INDEX	excl. tax
AUTOMATIC GEARBOX	incl. tax
POWER STEERING	excl. tax
IN COUNTRY CURRENCY	incl. tax
POWER STEERING	excl. tax
IN COUNTRY CURRENCY	incl. tax
AIRBAG DRIVER & PASSENGER	excl. tax
IN COUNTRY CURRENCY	incl. tax
AIRBAG DRIVER & PASSENGER	excl. tax
IN COUNTRY CURRENCY	incl. tax
AIR CONDITIONING	excl. tax
IN COUNTRY CURRENCY	incl. tax
AIR CONDITIONING	excl. tax
IN COUNTRY CURRENCY	incl. tax
ABS	excl. tax
IN COUNTRY CURRENCY	incl. tax
ABS	excl. tax
IN COUNTRY CURRENCY	incl. tax
RIGHT-HAND DRIVE (*) IN COUNTRY C.	excl. tax
RIGHT-HAND DRIVE (*) IN ECU C.	incl. tax
WARRANTY CONDITIONS (YEARS)	
FREE ROADSIDE DELIVERY COSTS INCLUDED	
E.C.U. RATE CHANGE NOV 96	

COMPARATIVE PRICES IN EUROPEAN COMMUNITY IN COUNTRY CURRENCY AND ECUS

B	D	E	F	IRL	I
1.4 SE	1.4 SE	1.4 PASSION	1.4 SE	1.4 SE	1.4 Slalom
306.703	16.219	1.293.855	51.376	6.272	14.793.558
386.600	21.420	1.630.888	64.900	9.875	19.023.100
7.718	8.408	7.967	7.888	8.064	7.674
9.729	11.104	10.043	9.964	12.698	9.868
104.83%	114.20%	108.21%	107.13%	109.53%	104.23%
104.63%	119.42%	108.01%	107.16%	136.56%	106.13%
N.A.	N.A.	N.A.	N.A.	N.A.	N.A.
S	S	46.875	S	228	630.000
S	S	57.656	S	350	749.700
S	S	289	S	293	327
S	S	355	S	450	389
19.251	S	78.125	3.068	397	1.135.000
23.294	S	96.094	3.700	610	1.416.100
484	S	481	471	510	589
586	S	592	568	784	735
37.491	1.713	117.188	6.053	751	1.755.000
45.364	1.970	144.141	7.300	1.155	2.130.100
943	888	722	929	965	910
1.142	1.021	888	1.121	1.485	1.105
35.483	S	109.375	5.721	709	1.695.000
42.935	S	134.531	6.900	1.090	2.017.050
893	S	674	878	911	879
1.080	S	828	1.059	1.402	1.046
425.764	23.412	1.790.935	71.333	10.832	20.961.263
10.714	12.137	11.028	10.952	13.929	10.874
1	1	1	1	1	1
NO	NO	YES	YES	NO	NO
NO	NO	YES	YES	NO	NO
39.7381	1.92897	162.394	6.51354	0.777692	1927.71

(*) ESTIMATED PRICE FOR R.H.D. MODELS.

Prices are based on Recommended Retail Prices adjusted for equipment differences effective on 1 November 1996. Final prices are set by dealers.
Description: general variant description in relation to reference country (including the number of doors).
Major options: S (standard), Option Price, NA (non available).

0166



MODEL / COUNTRY

IBIZA 1.4 SE 60 hp TWC 3 DOORS 5 SPEED 1.391 c.c.
VERSION NAME

RECOMMENDED RETAIL PRICE IN COUNTRY CURRENCY	excl. tax
RECOMMENDED RETAIL PRICE IN COUNTRY CURRENCY	incl. tax
PRICE IN COUNTRY CURRENCY	excl. tax
PRICE IN COUNTRY CURRENCY	incl. tax
PRICE INDEX	excl. tax
PRICE INDEX	incl. tax
AUTOMATIC GEARBOX	excl. tax
POWER STEERING	incl. tax
POWER STEERING	excl. tax
POWER STEERING	incl. tax
AIRBAG DRIVER & PASSENGER	excl. tax
AIRBAG DRIVER & PASSENGER	incl. tax
AIRBAG DRIVER & PASSENGER	excl. tax
AIRBAG DRIVER & PASSENGER	incl. tax
AIR CONDITIONING	excl. tax
AIR CONDITIONING	incl. tax
AIR CONDITIONING	excl. tax
AIR CONDITIONING	incl. tax
ABS	excl. tax
ABS	incl. tax
ABS	excl. tax
ABS	incl. tax
RIGHT-HAND DRIVE (*) IN COUNTRY C.	excl. tax
RIGHT-HAND DRIVE (*) IN COUNTRY C.	incl. tax
WARRANTY CONDITIONS (YEARS)	excl. tax
WARRANTY CONDITIONS (YEARS)	incl. tax
FREE ROADSIDE DELIVERY COSTS INCLUDED	excl. tax
FREE ROADSIDE DELIVERY COSTS INCLUDED	incl. tax
E.C.U. RATE CHANGE NOV 96	excl. tax
E.C.U. RATE CHANGE NOV 96	incl. tax

0167

COMPARATIVE PRICES IN EUROPEAN COMMUNITY IN COUNTRY CURRENCY AND ECUS

L	NL	OE	P	SW	UK
1.4 SE	1.4 SE	1.4 SE	1.4 SE	1.4 SE	1.4 SE
312.609	16.621	112.322	1.435.867	64.920	6.428
369.500	24.995	149.500	2.479.400	87.900	8.895
7.867	7.685	8.279	7.363	7.767	8.287
9.298	11.558	11.020	12.714	10.517	11.466
106,84%	104,38%	112,45%	100,00%	105,49%	112,55%
100,00%	124,30%	118,51%	136,73%	113,10%	123,32%
N.A.	N.A.	N.A.	N.A.	N.A.	N.A.
S	728	4.281	S	S	S
S	1.185	5.600	S	S	S
S	337	316	S	S	S
S	548	413	S	S	S
12.174	S (DRIVER)	6.498	118.205	S (DRIVER)	S (DRIVER)
14.000	S (DRIVER)	8.500	138.300	S (DRIVER)	S (DRIVER)
306	S	479	606	S	S
352	S	627	709	S	S
25.652	2.182	12.920	183.761	9.520	715
29.500	3.550	16.900	215.000	11.900	840
646	1.009	952	942	1.139	922
742	1.642	1.246	1.102	1.424	1.083
34.348	2.044	12.309	167.350	7.120	677
39.500	3.325	16.100	195.800	8.900	795
864	945	907	858	852	872
994	1.537	1.187	1.004	1.065	1.025
406.225	27.538	163.618	2.742.696	96.748	9.734
10.223	12.734	12.061	14.064	11.575	12.548
1	1	1	1	2	1
NO	NO	YES	YES	NO	YES
NO	NO	YES	YES	NO	YES
39.7381	2.16263	13.5663	195.017	8.35818	0.775744

(*) ESTIMATED PRICE FOR R.H.D. MODELS.

Prices are based on Recommended Retail Prices adjusted for equipment differences effective on 1 November 1996. Final prices are set by dealers.
Description: general variant description in relation to reference country (including the number of doors).
Major options: S (standard), Option Price, NA (non available).



CORDOBA 1.4 SE 60 hp TWC 4 DOORS 5 SPEED 1.391 c.c.
VERSION NAME

RECOMMENDED RETAIL PRICE IN COUNTRY CURRENCY	excl. tax
RECOMMENDED RETAIL PRICE IN ECU CURRENCY	incl. tax
PRICE INDEX	excl. tax incl. tax
AUTOMATIC GEARBOX	excl. tax
POWER STEERING	incl. tax
POWER STEERING IN COUNTRY CURRENCY	excl. tax
AIRBAG DRIVER & PASSENGER IN COUNTRY CURRENCY	incl. tax
AIRBAG DRIVER & PASSENGER IN ECU CURRENCY	excl. tax
AIR CONDITIONING IN COUNTRY CURRENCY	incl. tax
AIR CONDITIONING IN ECU CURRENCY	excl. tax
ABS IN COUNTRY CURRENCY	incl. tax
ABS IN COUNTRY CURRENCY	excl. tax
RIGHT-HAND DRIVE (*) IN COUNTRY C.	incl. tax
RIGHT-HAND DRIVE (*) IN ECU C.	
WARRANTY CONDITIONS (YEARS)	
FREE ROADSIDE DELIVERY COSTS INCLUDED	
E.C.U. RATE CHANGE NOV 96	

B	D	E	F	IRL	I
1.4 SE	1.4 SE	1.4 DREAM	1.4 AVENTURA	1.4 SE	1.4 SE
355.587	17.584	1.511.154	63.099	7.028	17.048.558
445.750	22.990	1.898.166	80.200	11.390	21.706.550
8.948	9.116	9.305	9.687	9.037	8.844
11.217	11.918	11.689	12.313	14.646	11.260
105,76%	107,74%	109,98%	114,50%	106,81%	104,53%
100,00%	106,25%	104,20%	109,77%	130,57%	100,38%
N.A.	N.A.	N.A.	N.A.	N.A.	N.A.
S	S	46.875	S	S	630.000
S	S	57.656	S	S	749.700
S	S	289	S	S	327
S	S	355	S	S	389
19.273	S	78.125	3.151	397	1.190.000
23.320	S	96.094	3.800	610	1.416.100
485	S	481	484	510	617
587	S	592	583	784	735
37.531	1.278	117.188	6.053	751	1.790.000
45.413	1.470	144.141	7.300	1.155	2.130.100
944	663	722	929	965	929
1.143	762	888	1.121	1.485	1.105
35.522	S	109.375	5.804	709	1.695.000
42.982	S	134.531	7.000	1.090	2.017.050
894	S	674	891	911	879
1.082	S	828	1.075	1.402	1.046
484.699	24.962	2.057.657	86.673	12.220	23.625.593
12.197	12.941	12.671	13.307	15.713	12.256
1	1	1	1	1	1
NO	NO	YES	YES	NO	NO
NO	NO	YES	YES	NO	NO
39,7381	1,92897	162,394	6,51354	0,777692	1927,71

(*) ESTIMATED PRICE FOR R.H.D. MODELS.

*Prices are based on Recommended Retail Prices adjusted for equipment differences effective on 1 November 1998. Final prices are set by dealers.
Description: general variant description in relation to reference country (including the number of doors).
Major options: S (standard), Option Price, NA (non available).*



COMPARATIVE PRICES IN EUROPEAN COMMUNITY IN COUNTRY CURRENCY AND ECUS

L	NL	OE	P	SW	UK
---	----	----	---	----	----

CORDOBA 1.4 SE 60 hp TWC 4 DOORS 5 SPEED 1.391 c.c.
VERSION NAME

	1.4 Comfort	1.4 SE	1.4 SILHOUETTE	1.4 SE
	18,747	121,967	1,650,015	74,596
	26,995	162,000	2,749,000	99,995
	8,669	8,990	8,461	8,925
	12,482	11,941	14,096	11,964
	102,46%	106,26%	100,00%	105,48%
	111,28%	106,46%	125,67%	106,66%
	N.A.	N.A.	N.A.	N.A.
	728	4,434	S	S
	1,185	5,800	S	S
	337	327	S	S
	548	428	S	S
	1,076	6,651	118,205	S (DRIVER)
	1,750	8,700	138,300	S (DRIVER)
	497	490	606	S
	809	641	709	S
	2,182	12,920	183,761	9,520
	3,550	16,900	215,000	11,900
	1,009	952	942	1,139
	1,642	1,246	1,102	1,424
	2,044	12,309	166,667	7,120
	3,325	16,100	195,000	8,900
	945	907	855	852
	1,537	1,187	1,000	1,065
	29,430	176,089	3,003,038	108,755
	13,608	12,980	15,399	13,012
	1	1	1	2
	NO	YES	YES	NO
	NO	YES	YES	NO
39,7381	2,16263	13,5663	195,017	8,35818
				0,775744

0169

(*) ESTIMATED PRICE FOR R.H.D. MODELS.

Prices are based on Recommended Retail Prices adjusted for equipment differences effective on 1 November 1998. Final prices are set by dealers.
Description: general variant description in relation to reference country (including the number of doors).
Major options: S (standard), Option Price, NA (non available).



MODEL / COUNTRY

TOLEDO 1.9 TDI 90 hp SE 5 DOORS 5 SPEED 1.896 c.c.
VERSION NAME

RECOMMENDED RETAIL PRICE IN COUNTRY CURRENCY	excl. tax
	incl. tax
RECOMMENDED RETAIL PRICE IN ECU CURRENCY	excl. tax
	incl. tax
PRICE INDEX	excl. tax
	incl. tax
AUTOMATIC GEARBOX	
POWER STEERING	
AIRBAG DRIVER & PASSENGER	
AIR CONDITIONING	
IN COUNTRY CURRENCY	excl. tax
	incl. tax
AIR CONDITIONING	excl. tax
	incl. tax
IN ECU CURRENCY	excl. tax
	incl. tax
ABS	excl. tax
	incl. tax
IN COUNTRY CURRENCY	excl. tax
	incl. tax
IN ECU CURRENCY	excl. tax
	incl. tax
RIGHT-HAND DRIVE (*) IN COUNTRY C.	
RIGHT-HAND DRIVE (*) IN ECU C.	
WARRANTY CONDITIONS (YEARS)	
FREE ROADSIDE DELIVERY COSTS INCLUDED	
E.C.U. RATE CHANGE NOV 96	

COMPARATIVE PRICES IN EUROPEAN COMMUNITY IN COUNTRY CURRENCY AND ECUS

B	D	E	F	IRL	I
1.9 TDI SE	1.9 TDI SE	1.9 TDI SE	1.9 TDI Impresario	1.9 TDI SXE	1.9 TDI SE
508.715	25.587	2.223.944	90.675	10.825	24.576.933
615.545	30.895	2.730.824	111.900	17.980	30.431.550
12.802	13.265	13.695	13.921	13.920	12.749
15.490	16.016	16.816	17.180	23.120	15.786
108,84%	112,78%	116,43%	118,36%	118,34%	108,39%
100,00%	103,40%	108,56%	110,91%	149,26%	101,91%
N.A.	N.A.	N.A.	N.A.	N.A.	N.A.
S	S	S	S	S	S
S	S	S	S	S	S
56.353	1.939	150.313	7.214	965	2.255.000
68.187	2.230	192.400	8.700	1.485	2.683.450
1.418	1.005	926	1.108	1.241	1.170
1.716	1.156	1.185	1.336	1.909	1.392
45.620	S	138.281	7.214	757	2.075.000
55.200	S	177.000	8.700	1.165	2.469.250
1.148	S	852	1.108	974	1.076
1.389	S	1.090	1.336	1.498	1.281
653.140	32.716	2.886.736	118.185	18.831	32.297.835
16.436	16.960	17.776	18.144	24.214	16.755
1	1	1	1	1	1
NO	NO	YES	YES	NO	NO
NO	NO	YES	YES	NO	NO
39.7381	1.92897	162.394	6.51354	0.777692	1927.71

(*) ESTIMATED PRICE FOR R.H.D. MODELS.

Prices are based on Recommended Retail Prices adjusted for equipment differences effective on 1 November 1996. Final prices are set by dealers.
Description: general variant description in relation to reference country (including the number of doors).
Major options: S (standard), Option Price, NA (non available).

0170



MODEL / COUNTRY

TOLEDO 1.9 TDI 90 hp SE 5 DOORS 5 SPEED 1.896 c.c.
VERSION NAME

RECOMMENDED RETAIL PRICE IN COUNTRY CURRENCY	excl. tax
	incl. tax
RECOMMENDED RETAIL PRICE IN ECU CURRENCY	excl. tax
	incl. tax
PRICE INDEX	excl. tax
	incl. tax
AUTOMATIC GEARBOX	
POWER STEERING	
AIRBAG DRIVER & PASSENGER	
AIR CONDITIONING	
AIR IN COUNTRY CURRENCY	excl. tax
	incl. tax
IN ECU CURRENCY	excl. tax
	incl. tax
ABS	excl. tax
	incl. tax
ABS	excl. tax
	incl. tax
IN ECU CURRENCY	excl. tax
	incl. tax
RIGHT-HAND DRIVE (*) IN COUNTRY C.	
RIGHT-HAND DRIVE (*) IN ECU C.	
WARRANTY CONDITIONS (YEARS)	
FREE ROADSIDE DELIVERY COSTS INCLUDED	
E.C.U. RATE CHANGE NOV 96	

COMPARATIVE PRICES IN EUROPEAN COMMUNITY IN COUNTRY CURRENCY AND ECUS

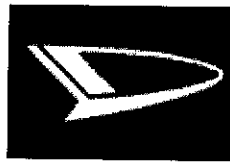
L	NL	OE	P	SW	UK
1.9 TDI SE	1.9 TDI SE	1.9 TDI SE	1.9 TDI Plus	1.9 TDI SE	1.9 TDI SXE
537,826	25,437	172,013	2,653,101	108,620	10,214
618,500	39,995	218,800	5,132,200	137,400	15,995
13,534	11,762	12,679	13,604	12,996	13,166
15,564	18,494	16,128	26,317	16,439	20,619
115,07%	100,00%	107,80%	115,66%	110,49%	111,94%
100,48%	119,39%	104,12%	169,89%	106,13%	133,11%
N.A.	N.A.	N.A.	N.A.	N.A.	N.A.
S	S	S	S	S	S
S	S	S	S	S	S
55,217	2,886	17,508	S	10,800	S
63,500	4,695	22,900	S	13,500	S
1,390	1,334	1,291	S	1,292	S
1,598	2,171	1,688	S	1,615	S
25,652	2,455	12,997	179,402	7,120	S
29,500	3,995	17,000	209,900	8,900	S
646	1,135	958	920	852	S
742	1,847	1,253	1,076	1,065	S
654,231	42,654	232,292	5,427,159	145,667	16,945
16,464	19,723	17,123	27,829	17,428	21,843
1	1	1	1	2	1
NO	NO	YES	YES	NO	YES
NO	NO	YES	YES	NO	YES
39,7381	2,16263	13,5663	195,017	8,35818	0,775744

(*) ESTIMATED PRICE FOR R.H.D. MODELS.

Prices are based on Recommended Retail Prices adjusted for equipment differences effective on 1 November 1986. Final prices are set by dealers.
Description: general variant description in relation to reference country (including the number of doors).
Major options: S (standard), Option Price, NA (non available).

0171

DAIHATSU MOTOR CO., LTD



DAIHATSU

DAIHATSU MOTOR CO., LTD



DAIHATSU

MANUFACTURER:DAIHATSU MOTOR CO.,LTD.

DATE:Nov 1996

MODEL/VARIANT	MS	B		D		Esp		F		I R L		I	
Description	Currency	BEF		DM		Ptas		PF		Ir£		Lit	
DAIHATSU CHARADE		Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.
1.3 l 3door 2WD. 5MT. ★		Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax
Recommended retail price		406,887	336,271	21,877	19,024	N/A	N/A	72,903	60,450	N/A	N/A	N/A	N/A
Major options:													
Air conditioning		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Automatic gearbox		N/A	N/A	2,100	1,826	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Power Steering		S	S	S	S	N/A	N/A	S	S	N/A	N/A	N/A	N/A
ABS		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Air bag		N/A	N/A	S	S	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Right-hand drive		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Other information:													
• Warranty condition	No. of years	3		3		-		3		-		-	
• Free roadside assistance	• Yes/No	No		No		-		No		-		-	
• Delivery costs included	• Yes/No	No		No		-		No		-		-	

Prices are recommended retail prices, effective on 1st Nov 1996. Final prices are set by dealers.

Recommended price: adjusted for equipment differences(including the number of doors)

1)Recommended retail prices in Austria are set as basic price.

2)Recommended retail prices in Austria are only available to customers in the market.

3)Recommended retail prices of other member states except Austria are all adjusted for equipments, assuming equally equipped models as Austria are offered in those member states.

Major options: S(standard), Option price, N/A(not available), +CH(+CHARGE).

★The grade marks of B,F,lux are TS,that of UK and Austria are CX,that of NL is RTi,and that of D is TX.

MANUFACTURER:DAIHATSU MOTOR CO.,LTD.

DATE:Nov 1996

MODEL/VARIANT	MS	L		NL		P		UK		Austria		Sweden	
Description	Currency	Lux F		G		Esc		£ Stg		ATS		SEK	
DAIHATSU CHARADE		Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.
1.3 l 3door 2WD. 5MT. ★		Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax
Recommended retail price		415,268	361,103	26,668	18,477	N/A	N/A	8,945	7,613	149,899	115,663	N/A	N/A
Major options:													
Air conditioning		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Automatic gearbox		N/A	N/A	2,575	1,583	N/A	N/A	995	847	N/A	N/A	N/A	N/A
Power Steering		S	S	S	S	N/A	N/A	S	S	S	S	N/A	N/A
ABS		N/A	N/A	N/A	N/A	N/A	N/A	995	847	14,900	11,497	N/A	N/A
Air bag		N/A	N/A	N/A	N/A	N/A	N/A	595	506	S	S	N/A	N/A
Right-hand drive		N/A	N/A	N/A	N/A	N/A	N/A	S	S	N/A	N/A	N/A	N/A
Other information:													
• Warranty condition	No. of years	3		3		-		3		3		-	
• Free roadside assistance	• Yes/No	No		No		-		Yes		No		-	
• Delivery costs included	• Yes/No	No		No		-		No		Yes		-	

Prices are recommended retail prices, effective on 1st Nov 1996. Final prices are set by dealers.

Recommended price: adjusted for equipment differences(including the number of doors)

1)Recommended retail prices in Austria are set as basic price.

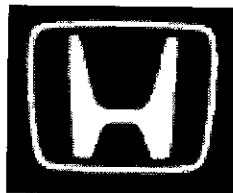
2)Recommended retail prices in Austria are only available to customers in the market.

3)Recommended retail prices of other member states except Austria are all adjusted for equipments, assuming equally equipped models as Austria are offered in those member states.

Major options: S(standard), Option price, N/A(not available), +CH(+CHARGE).

★The grade marks of B,F,Lux are TS,that of UK and Austria are CX,that of NL is RTi,and that of D is TX.

HONDA MOTOR EUROPE, LTD



HONDA

HONDA MOTOR EUROPE, LTD



HONDA

MANUFACTURER: HONDA

CIVIC 3D 1.4S	MS Currency	Belgium BLF		Germany DM		Spain Peset		France FF		Ireland Ir. £		Italy Lira	
		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Recommended Retail Price		496,373	410,637	26,690	23,208	2,315,932	1,887,783	91,448	70,632	12,674	8,339	25,810,675	20,688,818
Major Options:													
- air conditioning		NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
- automatic gearbox		35,000	28,925	1,800	1,565	150,000	121,951	6,000	4,975	NA	NA	2,000,000	1,680,672
- power steering		S	S	S	S	S	S	S	S	S	S	S	S
- ABS		NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
- SRS (Dual)		S	S	S	S	NA	NA	S	S	NA	NA	NA	NA
Right-hand Drive		540,232	454,139	26,223	22,044	2,211,858	1,859,370	88,700	74,565	-	-	26,379,986	22,175,996
Other Information													
- warranty condition	No of years	2 Years	2 Years	2 Years	2 Years	2 Years	2 Years	2 Years	2 Years	2 Years	2 Years	2 Years	2 Years
- free roadside assistance	yes/no	yes	yes	no	no	yes	yes	yes	yes	yes	yes	yes	yes
- delivery cost included	yes/no	yes	yes	no	no	yes	yes	yes	yes	no	no	yes	yes

ACCORD 4D 2.0i LS	MS Currency	Belgium FB		Germany DM		Spain Peset		France FF		Ireland Ir. £		Italy Lira	
		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Recommended Retail Price		824,882	683,787	39,980	34,765	3,342,222	2,633,512	128,737	106,007	20,556	13,164	40,120,893	32,282,225
Major Options:													
- air conditioning		NA	NA	NA	NA	NA	NA	8,000	6,633	NA	NA	2,160,000	1,815,127
- automatic gearbox		38,000	31,405	1,800	1,565	170,000	132,813	8,000	6,633	1,255	817	NA	NA
- power steering		S	S	S	S	S	S	S	S	S	S	S	S
- ABS		S	S	S	S	S	S	S	S	S	S	S	S
- SRS		S	S	S	S	S	S	S	S	S	S	S	S
Right-hand Drive		818,498	692,313	39,729	33,604	3,351,152	2,834,516	134,388	113,670	-	-	39,967,915	33,806,195
Other Information													
- warranty condition	No of years	2 Years	2 Years	2 Years	2 Years	2 Years	2 Years	2 Years	2 Years	2 Years	2 Years	2 Years	2 Years
- free roadside assistance	yes/no	yes	yes	no	no	yes	yes	yes	yes	yes	yes	yes	yes
- delivery cost included	yes/no	yes	yes	no	no	yes	yes	yes	yes	no	no	yes	yes

Prices are recommended retail prices, effective on 1 November 1996. Final prices are set by dealers.
 Description: general variant description in relation to reference country (including the number of doors)
 Recommended price: adjusted for equipment differences
 Major options: S (standard), Option value, NA (not available as a Factory Option)
 Denmark, Finland and Greece not for publication

MANUFACTURER: HONDA

Civic 3D 1.4 S	MS Currency	Luxembourg		Netherlands		Austria		Portugal		Sweden		UK	
		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Recommended Retail Price		471,866	410,637	31,113	21,642	189,061	143,404	3,231,640	2,142,871	124,550	96,050	10,643	8,947
Major Options:													
- air conditioning		NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
- automatic gearbox		33,263	28,924	3,000	1,844	17,000	13,000	200,000	170,940	10,000	7,840	900	766
- power steering		S	S	S	S	S	S	S	S	S	S	S	S
- ABS		NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
- SRS (Driver Side)		S	S	S	S	S	S	S	S	S	S	S	S
Right-hand Drive		540,232	454,139	29,416	24,728	184,510	155,106	2,653,365	2,230,517	113,791	95,657	-	-
Other Information													
- warranty condition	No of years	2 Years	2 Years	2 Years	2 Years	2 Years	2 Years	2 Years	2 Years	2 Years	2 Years	2 Years	2 Years
- free roadside assistance	yes/no	yes	yes	yes	yes	yes	yes	no	no	no	no	Yes	Yes
- delivery cost included	yes/no	yes	yes	no	no	yes	yes	yes	yes	yes	yes	no	no

Accord 4D 2.0i LS	MS Currency	Luxembourg		Netherlands		Austria		Portugal		Sweden		UK	
		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Recommended Retail Price		784,592	683,787	49,419	32,816	292,063	218,343	5,339,452	3,168,924	162,906	128,100	16,125	13,639
Major Options:													
- air conditioning		NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
- automatic gearbox		36,114	31,403	3,500	2,151	NA	NA	NA	NA	12,000	9,400	1,000	851
- power steering		S	S	S	S	S	S	S	S	S	S	S	S
- ABS		S	S	S	S	S	S	S	S	S	S	S	S
- SRS		S	S	S	S	S	S	S	S	S	S	S	S
Right-hand Drive		818,498	692,313	44,567	37,696	279,548	236,451	4,020,073	3,400,312	172,403	145,825	-	-
Other Information													
- warranty condition	No of years	2 Years	2 Years	2 Years	2 Years	2 Years	2 Years	2 Years	2 Years	2 Years	2 Years	2 Years	2 Years
- free roadside assistance	yes/no	yes	yes	yes	yes	yes	yes	no	no	no	no	Yes	Yes
- delivery cost included	yes/no	yes	yes	no	no	yes	yes	yes	yes	yes	yes	no	no

Prices are recommended retail prices, effective on 1 November 1996. Final prices are set by dealers.

Description: general variant description in relation to reference country (including the number of doors)

Recommended price: adjusted for equipment differences

Major options: S (standard), Option value, NA (not available as a Factory Option)

Denmark, Finland and Greece not for publication

MAZDA MOTOR CORPORATION



MAZDA

MAZDA MOTOR CORPORATION



MAZDA

Manufacturer : Mazda Motor Corporation

November 1, 1996

MODEL/VARIANT	MS	B**		D		E		F		IRL		I	
		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Description	Currency												
Mazda 121													
3HB 1.3L M5 LX													
Recommended Retail Price		377,800	312,232	19,090	16,600	NA	NA	65,500	54,311	10,190	6,663	17,904,450	14,045,700
Major Options													
Air Conditioning		33,000	27,273	NA	NA			NA	NA	NA	NA	NA	NA
Automatic Gearbox		NA	NA	NA	NA			NA	NA	1,325	866	NA	NA
Power Steering		11,000	9,091	NA	NA			S	S	350	229	833,000	700,000
ABS		NA	NA	NA	NA			NA	NA	NA	NA	NA	NA
Air Bag		20,000	16,529	400	348			NA	NA	395	258	485,900	408,300
Right-hand Drive													
Please refer to the information given below under the heading "Right-hand drive".													
Other Informations													
Warranty Conditions	No of Years	36months/100,000km		36months/100,000km		36months/100,000km		36months/100,000km		36months/100,000km		36months/100,000km	
Free Roadside Assistance	Yes/No	No	No	Yes	No			Yes	No	Yes	No	Yes	Yes
Delivery Costs Included	Yes/No	No	No	No	No			No	No	No	No	Yes	Yes

- Prices are recommended retail prices, effective on 1 November, 1996. Final prices are set by dealers.
- Description : general variant description in relation to reference country (including the number of doors).
- Recommended price : adjusted for equipment differences on the basis of representative model.
- Major options : S (standard), option price, NA (not available).
- Air Bag : Driver's side only except for B, I, Lux, NL and OE.
- * DK, GR and SU not for publication.
- ** Particular price constraints exist in B (due to the effect of several years of price control), NL (due to high car taxes and the knock on effect of Belgian price controls), and P (due to excessive car taxation).
- Right-hand drive : Recommended retail price plus specification adjustments and charges.
- Delivery costs : Contents of delivery costs differ from country to country.

MODEL/VARIANT	MS	Lux		NL**		OE		P**		SW		UK	
		L F		G		A S		E sc		SK r		£	
Description	Currency	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Mazda 121													
3HB 1.3L M5 LX													
Recommended Retail Price		361,021	313,932	23,730	16,672	142,900	110,263	NA	NA	NA	NA	7,576	6,448
Major Options													
Air Conditioning		31,364	27,273	NA	NA	NA	NA					NA	NA
Automatic Gearbox		NA	NA	NA	NA	NA	NA					NA	NA
Power Steering		10,455	9,091	NA	NA	12,000	9,259					S	S
ABS		NA	NA	NA	NA	NA	NA					NA	NA
Air Bag		19,008	16,529	780	480	set w/PS	set w/PS					NA	NA
Right-hand Drive													
Please refer to the information given below under the heading "Right-hand drive".													
Other Informations													
Warranty Conditions	No of Years	36months/100,000km		36months/100,000km		36months/100,000km		36months/100,000km		36months/100,000km		36months/100,000km	
Free Roadside Assistance	Yes/No	No		No		No		No		No		Yes	
Delivery Costs Included	Yes/No	Yes		No		No		No		No		No	

- Prices are recommended retail prices, effective on 1 November, 1996. Final prices are set by dealers.

- Description : general variant description in relation to reference country (including the number of doors).

- Recommended price : adjusted for equipment differences on the basis of representative model.

- Major options : S (standard), option price, NA (not available).

- Air Bag : Driver's side only except for B, I, Lux, NL and OE.

- * DK, GR and SU not for publication.

- ** Particular price constraints exist in B (due to the effect of several years of price control), NL (due to high car taxes and the knock on effect of Belgian price controls), and P (due to excessive car taxation).

- Right-hand drive : Recommended retail price plus specification adjustments and charges.

- Delivery costs : Contents of delivery costs differ from country to country.

Manufacturer : Mazda Motor Corporation

November 1, 1996

MODEL/VARIANT	MS Currency	F**		D**		E**		F**		IRL**		J**	
		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Mazda 323													
SHB 1.5L M5 GLX													
Recommended Retail Price		551,700	455,949	29,240	25,426	2,545,900	2,069,837	98,700	81,840	15,216	9,949	29,866,350	24,097,750
Major Options													
Air Conditioning		48,500	40,083	2,500	2,174	214,000	184,483	9,000	7,460	NA	NA	2,082,500	1,750,000
Automatic Gearbox		NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
Power Steering		S	S	S	S	S	S	S	S	S	S	S	S
ABS		35,000	28,926	1,500	1,304	NA	NA	NA	NA	933	610	3,647,350	3,065,000
Air Bag		S	S	S	S	S	S	NA	NA	977	639	(incl. Air Bag)	(incl. Air Bag)
Right-hand Drive													
Please refer to the information given below under the heading "Right-hand drive".													
Other Informations													
Warranty Conditions	No of Years	36months/100,000km		36months/100,000km		36months/100,000km		36months/100,000km		36months/100,000km		36months/100,000km	
Free Roadside Assistance	Yes/No	No	No	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Delivery Costs Included	Yes/No	No	No	No	No	Yes	Yes	No	No	No	No	Yes	Yes

- Prices are recommended retail prices, effective on 1 November, 1996. Final prices are set by dealers.
- Description : general variant description in relation to reference country (including the number of doors).
- Recommended price : adjusted for equipment differences on the basis of representative model.
- Major options : S (standard), option price, NA (not available).
- Air Bag : Driver's side and Passenger's side
- * DK, GR and SU not for publication.
- ** Particular price constraints exist in B (due to the effect of several years of price control), NL (due to high car taxes and the knock on effect of Belgian price controls), and P (due to excessive car taxation).
- Right-hand drive : Recommended retail price plus specification adjustments and charges.
- Delivery costs : Contents of delivery costs differ from country to country.

Manufacturer : Mazda Motor Corporation

November 1, 1996

MODEL/VARIANT	MS Currency	Lux**		NL**		OE**		P**		SW**		UK**	
		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Mazda 323													
5HB 1.5L MS GLX													
Recommended Retail Price		526,297	457,649	40,945	27,252	224,400	171,560	3,861,000	2,584,509	NA	NA	12,426	10,575
Major Options													
Air Conditioning		46,095	40,083	NA	NA	18,823	14,391	150,000	128,205			1,295	1,102
Automatic Gearbox		NA	NA	NA	NA	NA	NA	NA	NA			NA	NA
Power Steering		S	S	S	S	S	S	S	S			S	S
ABS		33,264	28,926	2,950	1,813	NA	NA	S	S			NA	NA
Air Bag		S	S	2,850	1,752	S	S	S	S			S	S
Right-hand Drive													
Please refer to the information given below under the heading "Right-hand drive".													
Other Informations													
Warranty Conditions	No of Years	36months/100,000km		36months/100,000km		36months/100,000km		36months/100,000km		36months/100,000km		36months/100,000km	
Free Roadside Assistance	Yes/No	No		No		No		No		No		Yes	
Delivery Costs Included	Yes/No	Yes		No		No		No		No		No	

- Prices are recommended retail prices, effective on 1 November, 1996. Final prices are set by dealers.

- Description : general variant description in relation to reference country (including the number of doors).

- Recommended price : adjusted for equipment differences on the basis of representative model.

- Major options : S (standard), option price, NA (not available).

- Air Bag : Driver's side and Passenger's side

- * DK, GR and SU not for publication.

- ** Particular price constraints exist in B (due to the effect of several years of price control), NL (due to high car taxes and the knock on effect of Belgian price controls), and P (due to excessive car taxation).

- Right-hand drive : Recommended retail price plus specification adjustments and charges.

- Delivery costs : Contents of delivery costs differ from country to country.

Manufacturer : Mazda Motor Corporation

November 1, 1996

MODEL/VARIANT	MS	B**		D**		E**		F**		Irl**		Lira**	
Description	Currency	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Mazda 626 5HB 1.8L M5 GLX		685,150	566,241	34,290	29,817	NA	NA	118,900	98,590	17,915	11,714	NA	NA
Recommended Retail Price													
Major Options													
Air Conditioning		S	S	2,500	2,174			9,000	7,460	NA	NA		
Automatic Gearbox		NA	NA	NA	NA			NA	NA	1,390	909		
Power Steering		S	S	S	S			S	S	S	S		
ABS		S	S	S	S			S	S	1,100	719		
Air Bag		S	S	S	S			NA	NA	S	S		
Right-hand Drive													
Please refer to the information given below under the heading "Right-hand drive".													
Other Informations													
Warranty Conditions	No of Years	36months/100,000km		36months/100,000km				36months/100,000km		36months/100,000km			
Free Roadside Assistance	Yes/No	No	No	Yes	No			Yes		Yes			
Delivery Costs Included	Yes/No	No	No	No	No			No		No			

- Prices are recommended retail prices, effective on 1 November, 1996. Final prices are set by dealers.
- Description : general variant description in relation to reference country (including the number of doors).
- Recommended price : adjusted for equipment differences on the basis of representative model.
- Major options : S (standard), option price, NA (not available).
- Air Bag : Both driver & passenger side for D, B, Lux, DK, and OE
- : Driver's side only for IRL, NL, UK, S, and SU
- * DK, GR and SU not for publication.
- ** Particular price constraints exist in B (due to the effect of several years of price control), NL (due to high car taxes and the knock on effect of Belgian price controls), and P (due to excessive car taxation).
- Right-hand drive : Recommended retail price plus specification adjustments and charges.
- Delivery costs : Contents of delivery costs differ from country to country.

Manufacturer : Mazda Motor Corporation

November 1, 1996

MODEL/VARIANT	Currency	Lux**		NL**		OE**		F**		Swiss		UK**	
		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Mazda 626													
5HB 1.8L M5 GLX													
Recommended Retail Price		653,130	567,941	46,845	30,879	263,900	199,924	NA	NA	169,300	134,025	14,979	12,748
Major Options													
Air Conditioning		S	S	NA	NA	S	S			S	S	S	S
Automatic Gearbox		NA	NA	NA	NA	NA	NA			9,000	7,200	NA	NA
Power Steering		S	S	S	S	S	S			S	S	S	S
ABS		S	S	3,050	1,875	S	S			S	S	S	S
Air Bag		S	S	NA	NA	S	S			S	S	S	S
Right-hand Drive													
Please refer to the information given below under the heading "Right-hand drive".													
Other Informations													
Warranty Conditions	No of Years	36months/100,000km		36months/100,000km		36months/100,000km				36months/100,000km		36months/100,000km	
Free Roadside Assistance	Yes/No	No		No		No				Yes		Yes	
Delivery Costs Included	Yes/No	Yes		No		No				Yes		No	

- Prices are recommended retail prices, effective on 1 November, 1996. Final prices are set by dealers.

- Description : general variant description in relation to reference country (including the number of doors).

- Recommended price : adjusted for equipment differences on the basis of representative model.

- Major options : S (standard), option price, NA (not available).

- Air Bag : Both driver & passenger side for D, B, Lux, DK, and OE

: Driver's side only for IRL, NL, UK, S, and SU

- * DK, GR and SU not for publication.

- ** Particular price constraints exist in B (due to the effect of several years of price control), NL (due to high car taxes and the knock on effect of Belgian price controls), and P (due to excessive car taxation).

- Right-hand drive : Recommended retail price plus specification adjustments and charges.

- Delivery costs : Contents of delivery costs differ from country to country.

MITSUBISHI MOTORS EUROPE B.V.



MITSUBISHI

MITSUBISHI MOTORS EUROPE B.V.



MITSUBISHI

MANUFACTURER: MITSUBISHI MOTORS CORPORATION

DATE: NOVEMBER 1, 1996

Model/Variant	MS	B		D		E		F		IRL		I	
Description	Currency	BFR		DM		PTA		FF		IRL		LIT	
Mitsubishi		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Colt													
1.3 GLX													
Recommended Retail Price		476,810	394,058	23,490	20,426	NA	NA	NA	NA	13,222	8,646	NA	NA
Major Options													
* Air Conditioner		62,000	51,240	2,990	2,600	NA	NA	NA	NA	NA	NA	NA	NA
* Automatic Gearbox		45,000	37,190	2,200	1,913	NA	NA	NA	NA	NA	NA	NA	NA
* Power Steering		S	S	S	S	NA	NA	NA	NA	S	S	NA	NA
* ABS		NA	NA	1,650	1,434	NA	NA	NA	NA	NA	NA	NA	NA
* Driver Airbag		S	S	S	S	NA	NA	NA	NA	S	S	NA	NA
* Passenger Airbag		S	S	S	S	NA	NA	NA	NA	NA	NA	NA	NA
Right Hand Drive		NA		NA		NA		NA		S		NA	
Other Information													
* Warranty Condition	No. of Years	3	3	3	3	NA	NA	NA	NA	3	3	NA	NA
* Free Roadside Assistance	Yes/No	YES	YES	YES	YES	NA	NA	NA	NA	Yes	Yes	NA	NA
* Delivery Cost Included	Yes/No	YES	YES	NO	NO	NA	NA	NA	NA	No	No	NA	NA

- Prices are recommended retail prices, effective on 1 November 1996. Final prices are set by dealers.

Recommended price : Adjusted for equipment differences.

Major options : S (Standard), Option price, NA (Not Available)

- Delivery costs: delivery costs differ from country to country

MANUFACTURER: MITSUBISHI MOTORS CORPORATION

DATE: NOVEMBER 1, 1996

Model/Variant	MS	L		NL		OE		P		SW		UK	
Description	Currency	LFR		HFL		ATS		ESC		SEK		UKL	
Mitsubishi													
Colt													
1.3 GLX													
Recommended Retail Price		453,104	394,004	31,225	21,278	176,195	138,736	3,162,300	2,264,089	NA	NA	10,479	8,918
Major Options													
* Air Conditioner		58,926	51,240	NA	NA	25,300	21,083	S	S	NA	NA	1,411	1,201
* Automatic Gearbox		42,769	37,190	2,800	1,720	NA	NA	NA	NA	NA	NA	850	723
* Power Steering		S	NA	S	S	S	S	S	S	NA	NA	S	S
* ABS		NA	NA	NA	NA	NA	NA	S	S	NA	NA	NA	NA
* Driver Airbag		S	S	S	S	S	S	S	S	NA	NA	S	S
* Passenger Airbag		S	S	NA	NA	S	S	S	S	NA	NA	800 *)	680 *)
Right Hand Drive		NA		NA		NA		NA		NA		S	
Other Information													
*Warranty Condition	No. of Years	3		3		3		3		NA		3	
*Free Roadside Assistance	Yes/No	YES		YES		YES		YES		NA		YES	
*Delivery Cost Included	Yes/No	YES		NO		YES		YES		NA		NO	

Prices are recommended retail prices, effective on 1 November 1996. Final prices are set by dealers.

Recommended price : Adjusted for equipment differences.

Major options : S (Standard), Option price, NA (Not Available)

Delivery costs: delivery costs differ from country to country

*) price includes

electrical sunroof

MANUFACTURER: MITSUBISHI MOTORS CORPORATION

DATE: NOVEMBER 1, 1996

Model/Variant	MS	B		D		E		F		IRL		I	
Description	Currency	BFR		DM		PTA		FF		IRL		LIT	
Mitsubishi Carisma 5 dr-1.6 GLX		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Recommended Retail Price		628,710	519,595	32,490	28,252	NA	NA	NA	NA	15,510	10,142	30,888,000	25,956,303
Major Options													
* Air Conditioner		58,500	48,347	NA	NA	NA	NA	NA	NA	NA	NA	S	S
* Automatic Gearbox		45,000	37,190	2,500	2,174	NA	NA	NA	NA	1,100	719	3,000,000	2,521,008
* Power Steering		S	S	S	S	NA	NA	NA	NA	S	S	S	S
* ABS		NA	NA	S	S	NA	NA	NA	NA	NA	NA	S	S
* Driver Airbag		S	S	S	S	NA	NA	NA	NA	S	S	S	S
* Passenger Airbag		24,000	19,835	S	S	NA	NA	NA	NA	NA	NA	S	S
Right Hand Drive		NA		NA		NA		NA		S		NA	
Other Information													
*Warranty Condition	No. of Years	3		3		NA		NA		3		3	
*Free Roadside Assistance	Yes/No	Yes		Yes		NA		NA		Yes		Yes	
*Delivery Cost Included	Yes/No	Yes		No		NA		NA		No		Yes	

- Prices are recommended retail prices, effective on November 1, 1996. Final prices are set by dealers.

- Recommended price : Adjusted for equipment differences.

- Major options : S (Standard), Option price, NA (Not Available)

- Delivery costs: delivery costs differ from country to country

MANUFACTURER: MITSUBISHI MOTORS CORPORATION

DATE: NOVEMBER 1, 1996

Model/Variant	MS	L		NL		OE		P		SW		UK	
Description	Currency	LFR		HFL		ATS		ESC		SEK		UKL	
Mitsubishi Carisma 5 dr-1.6 GLX		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Recommended Retail Price		600,464	522,143	39,505	26,367	244,800	189,767	3,923,000	2,481,009	153,125	113,441	11,849	10,084
Major Options													
* Air Conditioner		55,599	48,347	995	612	15,000	11,468	S	S	10,900	8,720	1,351	1,150
* Automatic Gearbox		42,769	37,190	3,000	1,844	18,000	13,636	250,000	213,675	9,300	7,440	900	766
* Power Steering		S	S	S	S	S	S	S	S	S	S	S	S
* ABS		NA	NA	NA	NA	10,000	7,645	S	S	S	S	1500*	1,276
* Driver Airbag		S	S	S	S	S	S	S	S	4,900	3,920	S	S
* Passenger Airbag		22,810	19,835	NA	NA	S	S	S	S	NA	NA	800**	681
Right Hand Drive		NA		NA		NA		NA		NA		S	
Other Information													
*Warranty Condition	No. of Years	3	3	3	3			3	3	3	3	3	3
*Free Roadside Assistance	Yes/No	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
*Delivery Cost Included	Yes/No	Yes	Yes	No	No	Yes	Yes	Yes	Yes	No	No	No	No

- Prices are recommended retail prices, effective on November 1, 1996. Final prices are set by dealers.

* price includes electric sunroof and passenger airbag

- Recommended price : Adjusted for equipment differences.

**price includes electric sunroof

- Major options : S (Standard), Option price, NA (Not Available)

- Delivery costs: delivery costs differ from country to country

MANUFACTURER: MITSUBISHI MOTORS CORPORATION

DATE: NOVEMBER 1, 1996

Model/Variant	MS	B		D		E		F		IRL		I	
Description	Currency	BFR		DM		PTA		FF		IRL		LIT	
Mitsubishi		Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.
Pajero/Montero		Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax
2.8 TD GLS Wagon													
Recommended Retail Price		1,393,628	1,151,759	64,900	56,435	5,506,335	4,513,406	216,735	179,714	44,527	29,116	68,656,436	57,694,484
Major Options													
* Air Conditioner		63,500	52,479	3,690	3,209	NA	NA	S	S	NA	NA	S	S
* Automatic Gearbox		60,000	49,587	2,600	2,261	NA	NA	9,200	7,629	NA	NA	3,200,000	2,689,076
* Power Steering		S	S	S	S	NA	NA	S	S	S	S	S	S
* ABS		102,000	84,298	S	S	NA	NA	S	S	NA	NA	S	S
* Driver Airbag		S	S	S	S	NA	NA	S	S	S	S	S	S
* Passenger Airbag		S	S	S	S	NA	NA	S	S	NA	NA	S	S
Right Hand Drive		NA		NA		NA		NA		S		NA	
Other Information													
*Warranty Condition	No. of Years	3	3	3	3	3	3	3	3	3	3	3	3
*Free Roadside Assistance	Yes/No	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
*Delivery Cost Included	Yes/No	Yes	Yes	No	No	Yes	Yes	Yes	Yes	NO	NO	Yes	Yes

- Prices are recommended retail prices effective on 1 November 1996. Final prices are set by dealers.

Recommended price : Adjusted for equipment differences.

Major options : S (Standard), Option price, NA (Not Available)

Delivery costs: delivery costs differ from country to country

MANUFACTURER: MITSUBISHI MOTORS CORPORATION

DATE: NOVEMBER 1, 1996

Model/Variant	MS	L		NL		OE		P		SW		UK	
Description	Currency	LFR		HFL		ATS		ESC		SEK		GBP	
Mitsubishi		Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.
Pajero/Montero		Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax
2.8 TD GLS Wagon													
Recommended Retail Price		1,311,466	1,140,405	114,268	71,019	593,946	434,171	7,085,218	5,481,917	NA	NA	30,838	26,245
Major Options													
* Air Conditioner		60,351	52,479	995	612	S	S	S	S	NA	NA	1,435	1,221
* Automatic Gearbox		57,025	49,587	3,000	1,844	22,500	16,164	NA	NA	NA	NA	710	604
* Power Steering		S	S	S	S	S	S	S	S	NA	NA	S	S
* ABS		96,942	84,298	3,000	1,844	S	S	S	S	NA	NA	3,100	2,638
* Driver Airbag		S	S	S	S	S	S	S	S	NA	NA	NA	NA
* Passenger Airbag		S	S	S	S	S	S	S	S	NA	NA	NA	NA
Right Hand Drive		NA		NA		NA		NA		NA		S	
Other Information													
*Warranty Condition	No. of Years	3		3				3		NA		3	
*Free Roadside Assistance	Yes/No	Yes		Yes				Yes		NA		Yes	
*Delivery Cost Included	Yes/No	Yes		Yes				Yes		NA		No	

Prices are recommended retail prices, effective on 1 November 1996. Final prices are set by dealers.

Recommended price : Adjusted for equipment differences.

Major options : S (Standard), Option price, NA (Not Available)

- Delivery costs: delivery costs differ from country to country

Belgium & Luxembourg: ABS price includes Electric Sunroof

NISSAN EUROPE S.A./N.V.



NISSAN

NISSAN EUROPE S.A./N.V.



NISSAN

MANUFACTURER : NISSAN

MODEL: MICRA CURRENCY	B		D		E		F		IRL		I	
	1.0 GX 3 DOOR BFR		1.0 GX 3 DOOR DM		1.0 GX 3 DOOR PTA		1.0 GX 3 DOOR CYPLA FFR		1.0 GX 3 DOOR IP		1.0 GX 3 DOOR JIVE ITL	
	INCL. TAX	EXCL. TAX	INCL. TAX	EXCL. TAX	INCL. TAX	EXCL. TAX	INCL. TAX	EXCL. TAX	INCL. TAX	EXCL. TAX	INCL. TAX	EXCL. TAX
RECOMMENDED RETAIL PRICE	376,850	311,446	19,781	17,201	1,561,289	1,269,341	65,870	54,619	11,261	7,363	18,755,300	15,760,756
MAJOR OPTIONS												
* AIR CONDITIONING	N.A.		1,950	1,696	140,000	113,821	7,700	6,385	N.A.		N.A.	
* AUTOMATIC GEARBOX	40,000	33,058	1,770	1,539	144,000	117,073	N.A.		1,205	996	N.A.	
* POWER STEERING	N.A.		STD		N.A.		STD		425	351	N.A.	
* ABS	N.A.		1,390	1,209	140,000	113,821	N.A.		N.A.		N.A.	
* AIRBAG DRIVER	14,000	11,570	STD		63,000	51,220	N.A.		400	331	N.A.	
* AIRBAG PASSENGER	N.A.		N.A.		N.A.		N.A.		N.A.		N.A.	
RIGHT HAND DRIVE **)	376,850	311,446	19,781	17,201	1,561,289	1,269,341	65,870	54,619	11,261	7,363	18,755,300	15,760,756
OTHER INFORMATION												
* WARRANTY CONDITIONS	3 YEARS		3 YEARS		3 YEARS		3 YEARS		3 YEARS		3 YEARS	
* FREE ROADSIDE ASSISTANCE	YES		YES		YES		YES		YES		YES	
* DELIVERY COSTS INCLUDED	NO		NO		NO		NO		NO		YES	

COMMENTS :

- PRICES ARE RECOMMENDED RETAIL PRICES, EFFECTIVE ON 1ST NOVEMBER 1996. FINAL PRICES ARE SET BY DEALERS.
- RECOMMENDED PRICE = ADJUSTED FOR EQUIPMENT DIFFERENCES (UK AS BENCHMARK)
- MAJOR OPTIONS: STD (STANDARD), OPTION PRICE, NA (NOT AVAILABLE)
- DENMARK, FINLAND AND GREECE: NOT FOR PUBLICATION
- ABS & DR ABAG FOR HOLLAND: NOT IN OFFICIAL RETAIL PRICELIST, BUT AVAILABLE ON REQUEST FOR CUSTOMERS.
- **) PRICES FOR RHD MAY BE HIGHER IN THE EVENT THAT A SUPPLEMENT IN ACCORDANCE WITH POINT II.2 OF THE 1985 COMMISSION NOTICE IS CHARGED.

REMARKS: -FRANCE: SELECTED MODEL IS 1.0 "CYPIA"

-ITALY: SELECTED MODEL IS 1.0 "JIVE"

-AUSTRIA: SELECTED MODEL IS 1.0 "FUNKY MOUSE"

-GREECE: SELECTED MODEL IS 1.0 "SUPER JIVE"

MANUFACTURER: NISSAN

MODEL: MICRA CURRENCY	L		NL		OE		P		SW		UK	
	1.0 GX 3 DOOR LFR		1.0 GX 3 DOOR DFL		1.0 GX 3 DOOR FUNKY MOUSE ATS		1.0 GX 3 DOOR PTE		1.0 GX 3 DOOR SEK		1.0 GX 3 DOOR GBP	
	INCL. TAX	EXCL. TAX	INCL. TAX	EXCL. TAX	INCL. TAX	EXCL. TAX	INCL. TAX	EXCL. TAX	INCL. TAX	EXCL. TAX	INCL. TAX	EXCL. TAX
RECOMMENDED RETAIL PRICE	358,164	311,447	24,536	17,229	138,300	109,762	2,198,500	1,664,152	86,900	69,520	8,550	7,277
MAJOR OPTIONS												
* AIR CONDITIONING	N.A.		N.A.		N.A.		210,000		N.A.		1,350	1,149
* AUTOMATIC GEARBOX	38,017	33,058	3,500	2,979	14,000	11,667	N.A.		N.A.		N.A.	
* POWER STEERING	N.A.		STD		6,500	5,417	STD		2,500	2,000	N.A.	
* ABS	N.A.		3,300 (on request)	2,809	N.A.		N.A.		6,900	5,520	N.A.	
* AIRBAG DRIVER	13,306	11,570	750 (on request)	638	STD		70,000		STD		STD	
* AIRBAG PASSENGER	N.A.		N.A.		N.A.		N.A.		N.A.		N.A.	
RIGHT HAND DRIVE **)	358,164	311,447	24,536	17,229	138,300	109,762	2,198,500	1,664,152	86,900	69,520	8,550	7,277
OTHER INFORMATION												
* WARRANTY CONDITIONS	3 YEARS		3 YEARS		3 YEARS		3 YEARS		3 YEARS		3 YEARS	
* FREE ROADSIDE ASSISTANCE	YES		YES		YES		YES		YES		YES	
* DELIVERY COSTS INCLUDED	NO		NO		NO		NO		NO		NO	

COMMENTS :

- PRICES ARE RECOMMENDED RETAIL PRICES, EFFECTIVE ON 1ST MAY 1996. FINAL PRICES ARE SET BY DEALERS.
- RECOMMENDED PRICE = ADJUSTED FOR EQUIPMENT DIFFERENCES (UK AS BENCHMARK)
- MAJOR OPTIONS: STD (STANDARD), OPTION PRICE, NA (NON AVAILABLE)
- DENMARK, FINLAND AND GREECE: NOT FOR PUBLICATION

**) PRICES FOR RHD MAY BE HIGHER IN THE EVENT THAT A SUPPLEMENT IN ACCORDANCE WITH POINT 11.2 OF THE 1985 COMMISSION NOTICE IS CHARGED.

REMARKS: -FRANCE: SELECTED MODEL IS 1.0 "CYPRIA"

-ITALY: SELECTED MODEL IS 1.0 "JIVE"

-AUSTRIA: SELECTED MODEL IS 1.0 "FUNKY MOUSE"

-GREECE: SELECTED MODEL IS 1.0 "SUPER JIVE"

-IN PORTUGAL "GX" BASE VERSIONS IS CALLED "LX"

MANUFACTURER : NISSAN

MODEL: ALMERA CURRENCY	B		D		E		F		IRL		I	
	1.4 GX 5 DOOR		1.4 GX 5 DOOR		1.4 GX 5 DOOR		1.4 GX 5 DOOR		1.4 GX 5 DOOR		1.4 GX 5 DOOR	
	INCL. TAX	EXCL. TAX	INCL. TAX	EXCL. TAX	INCL. TAX	EXCL. TAX	INCL. TAX	EXCL. TAX	INCL. TAX	EXCL. TAX	INCL. TAX	EXCL. TAX
RECOMMENDED RETAIL PRICE	502,850	415,579	26,113	22,707	2,186,820	1,777,902	89,000	73,798	14,101	9,220	26,220,000	22,033,613
MAJOR OPTIONS												
* AIR CONDITIONING	N.A.		2,550 (excl installation)	2,217	N.A.		N.A.		N.A.		N.A.	
* AUTOMATIC GEARBOX	N.A.		NA		N.A.		N.A.		N.A.		N.A.	
* POWER STEERING	STD		STD		STD		STD		STD		STD	
* ABS	N.A.		1,390	1,209	N.A.		11,500 (incl pass abag)	9,536	N.A.		N.A.	
* AIRBAG DRIVER	STD		STD		STD		STD		STD		N.A.	
* AIRBAG PASSENGER	18,000	14,876	STD		N.A.		11,500 (incl pass abag)	9,536	N.A.		N.A.	
RIGHT HAND DRIVE **)	502,850	415,579	26,113	22,707	2,186,820	1,777,902	89,000	73,798	14,101	9,220	26,220,000	22,033,613
OTHER INFORMATION												
* WARRANTY CONDITIONS	3 YEARS		3 YEARS		3 YEARS		3 YEARS		3 YEARS			
* FREE ROADSIDE ASSISTANCE	YES		YES		YES		YES		YES			
* DELIVERY COSTS INCLUDED	NO		NO		NO		NO		NO			

COMMENTS:

- PRICES ARE RECOMMENDED RETAIL PRICES, EFFECTIVE ON 1ST NOVEMBER 1996. FINAL PRICES ARE SET BY DEALERS.
- RECOMMENDED PRICE = ADJUSTED FOR EQUIPMENT DIFFERENCES (UK AS BENCHMARK)
- MAJOR OPTIONS: STD (STANDARD), OPTION PRICE, NA (NOT AVAILABLE)
- DENMARK, FINLAND AND GREECE: NOT FOR PUBLICATION

**) PRICES FOR RHD MAY BE HIGHER IN THE EVENT THAT A SUPPLEMENT IN ACCORDANCE WITH POINT II.2 OF THE 1985 COMMISSION NOTICE IS CHARGED.

REMARKS: -FINLAND: SELECTED MODEL IS 1.4 GX 4 DOOR (5 DOOR NOT AVAILABLE).

MANUFACTURER : NISSAN

MODEL: ALMERA	L		NL		OE		P		SW		UK	
CURRENCY	1.4 GX 5 DOOR		1.4 GX 5 DOOR		1.4 GX 5 DOOR		1.4 GX 5 DOOR		1.4 GX 5 DOOR		1.4 GX 5 DOOR	
	LFR	EXCL. TAX	INCL. TAX	DFL	ATS	EXCL. TAX	INCL. TAX	PTE	SEK	EXCL. TAX	INCL. TAX	GBP
RECOMMENDED RETAIL PRICE	477,916	415,579	32,440	22,087	192,900	148,843	3,395,000	2,326,771	129,900	103,920	11,495	9,783
MAJOR OPTIONS												
* AIR CONDITIONING	N.A.		STD.		5,000	4,167	220,000	188,034	10,000	8,000	1,445	1,230
* AUTOMATIC GEARBOX	N.A.		2,800	2,383	N.A.		N.A.		N.A.		N.A.	
* POWER STEERING	STD		STD		STD		STD		STD		STD	
* ABS	N.A.		3,500	2,979	N.A.		N.A.		6,900	5,520	N.A.	
* AIRBAG DRIVER	STD		STD		STD		STD		STD		STD	
* AIRBAG PASSENGER	17,107	14,876	500	426	STD		N.A.		2,000	1,600	N.A.	
RIGHT HAND DRIVE **)	477,916	415,579	32,440	22,087	192,900	148,843	3,395,000	2,326,771	129,900	103,920	11,495	9,783
OTHER INFORMATION												
* WARRANTY CONDITIONS	3 YEARS		3 YEARS		3 YEARS		3 YEARS		3 YEARS		3 YEARS	
* FREE ROADSIDE ASSISTANCE	YES		YES		YES		YES		YES		YES	
* DELIVERY COSTS INCLUDED	NO		NO		NO		NO		NO		NO	

COMMENTS:

- PRICES ARE RECOMMENDED RETAIL PRICES, EFFECTIVE ON 1ST MAY 1996. FINAL PRICES ARE SET BY DEALERS.
- RECOMMENDED PRICE = ADJUSTED FOR EQUIPMENT DIFFERENCES (UK AS BENCHMARK)
- MAJOR OPTIONS: STD (STANDARD), OPTION PRICE, NA (NON AVAILABLE)
- DENMARK, FINLAND AND GREECE: NOT FOR PUBLICATION

**) PRICES FOR RHD MAY BE HIGHER IN THE EVENT THAT A SUPPLEMENT IN ACCORDANCE WITH POINT 11.2 OF THE 1985 COMMISSION NOTICE IS CHARGED.

REMARKS: -FINLAND: SELECTED MODEL IS 1.4 GX 4 DOOR (5 DOOR NOT AVAILABLE).

MANUFACTURER : NISSAN

MODEL: PRIMERA	B		D		E		F		IRL		I	
CURRENCY	1.6 GX 4 DOOR		1.6 GX 4 DOOR		1.6 GX 4 DOOR		1.6 GX 4 DOOR		1.6 GX 4 DOOR		1.6 GX 4 DOOR	
	INCL. TAX	EXCL. TAX	INCL. TAX	EXCL. TAX	INCL. TAX	EXCL. TAX	INCL. TAX	EXCL. TAX	INCL. TAX	EXCL. TAX	INCL. TAX	EXCL. TAX
RECOMMENDED RETAIL PRICE	596,600	493,058	29,855	25,961	2,531,906	2,058,460	105,400	87,396	16,370	10,704	31,467,000	26,442,857
MAJOR OPTIONS												
* AIR CONDITIONING	N.A.		1,950	1,696	160,000	130,081	10,000 (tentative)	8,292	N.A.		N.A.	
* AUTOMATIC GEARBOX	N.A.		N.A.		N.A.		NA		N.A.		N.A.	
* POWER STEERING	STD		STD		STD		STD		STD		STD	
* ABS	STD		STD		N.A.		STD		760	628	N.A.	
* AIRBAG DRIVER	STD		STD		STD		STD		STD		800,000	672,269
* AIRBAG PASSENGER	STD		STD		N.A.		NA		STD		N.A.	
RIGHT HAND DRIVE **)	596,600	493,058	29,855	25,961	2,531,906	2,058,460	105,400	87,396	16,370	10,704	31,467,000	26,442,857
OTHER INFORMATION												
* WARRANTY CONDITIONS	3 YEARS		3 YEARS		3 YEARS		3 YEARS		3 YEARS		3 YEARS	
* FREE ROADSIDE ASSISTANCE	YES		YES		YES		YES		YES		YES	
* DELIVERY COSTS INCLUDED	NO		NO		NO		NO		NO		YES	

COMMENTS:

- PRICES ARE RECOMMENDED RETAIL PRICES, EFFECTIVE ON 1ST NOVEMBER 1996. FINAL PRICES ARE SET BY DEALERS.
- RECOMMENDED PRICE = ADJUSTED FOR EQUIPMENT DIFFERENCES (UK AS BENCHMARK)
- MAJOR OPTIONS: STD (STANDARD), OPTION PRICE, NA (NOT AVAILABLE)
- DENMARK, FINLAND AND GREECE: NOT FOR PUBLICATION

**) PRICES FOR RHD MAY BE HIGHER IN THE EVENT THAT A SUPPLEMENT IN ACCORDANCE WITH POINT II.2 OF THE 1985 COMMISSION NOTICE IS CHARGED.

REMARKS:

MANUFACTURER : NISSAN

MODEL: PRIMERA CURRENCY	L		NL		OE		P		SW		UK	
	1.6 GX 4 DOOR		1.6 GX 4 DOOR		1.6 GX 4 DOOR		1.6 GX 4 DOOR		1.6 GX 4 DOOR		1.6 GX 4 DOOR	
	LFR	EXCL. TAX	DFL	EXCL. TAX	ATS	EXCL. TAX	PTE	EXCL. TAX	SLK	EXCL. TAX	GBP	EXCL. TAX
RECOMMENDED RETAIL PRICE												
	INCL. TAX	493,058	INCL. TAX	26,377	INCL. TAX	182,176	INCL. TAX	2,743,402	INCL. TAX	123,520	INCL. TAX	11,447
	567,017		39,421		236,100		4,230,000		154,400		13,450	
MAJOR OPTIONS												
* AIR CONDITIONING	N.A.		STD		N.A.		245,000		10,000		345	
* AUTOMATIC GEARBOX	N.A.		N.A.		N.A.		N.A.		N.A.		(+ deletion of SK)	294
* POWER STEERING	STD		STD		STD		STD		STD		STD	
* ABS	STD		2,500 (on request)	2,128	14,000 (pack w alarm)	11,667	N.A.		STD		STD	
* AIRBAG DRIVER	STD		STD		STD		STD		STD		STD	
* AIRBAG PASSENGER	STD		500 (on request)	426	STD		N.A.		2,000	1,600	250	213
RIGHT HAND DRIVE **)	567,017	493,058	39,421	26,377	236,100	182,176	4,230,000	2,743,402	154,400	123,520	13,450	11,447
OTHER INFORMATION												
* WARRANTY CONDITIONS	3 YEARS	YES	3 YEARS	YES	3 YEARS	YES	3 YEARS	YES	3 YEARS	YES	3 YEARS	YES
* FREE ROADSIDE ASSISTANCE	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
* DELIVERY COSTS INCLUDED												

COMMENTS:

- PRICES ARE RECOMMENDED RETAIL PRICES, EFFECTIVE ON 1ST MAY 1996. FINAL PRICES ARE SET BY DEALERS.
- RECOMMENDED PRICE = ADJUSTED FOR EQUIPMENT DIFFERENCES (UK AS BENCHMARK)
- MAJOR OPTIONS: STD (STANDARD), OPTION PRICE, NA (NON AVAILABLE)
- DENMARK, FINLAND AND GREECE: NOT FOR PUBLICATION

***) PRICES FOR RHD MAY BE HIGHER IN THE EVENT THAT A SUPPLEMENT IN ACCORDANCE WITH POINT II.2 OF THE 1985 COMMISSION NOTICE IS CHARGED.

REMARKS: - SWEDEN: SELECTED MODEL IS 2.0 SLX (1.6 NOT AVAILABLE)
 - IN AUSTRIA, PORTUGAL, GREECE "LX" VERSIONS ARE CALLED "GX"
 - HOLLAND & FINLAND: SELECTED MODEL IS "INVITATION"
 - AUSTRIA: SELECTED MODEL IS "EUROTOP"
 - DENMARK: SELECTED MODEL IS "TOPLINE"

FUJI HEAVY INDUSTRIES L.T.D.



SUBARU

FUJI HEAVY INDUSTRIES L.T.D.



SUBARU

MANUFACTURER : FUJI HEAVY INDUSTRIES LTD. (SUBARU)

November 1, 1996

MODEL/VARIANT	MS	B**	D	E	F	IRL	I
DESCRIPTION	Currency	BEF	DM	PTA	FF	IRL£	LIT
SUBARU LEGACY STATION WAGON 2.0 GL 4WD 5S							
Recommended Retail Price							
Converted to ECU							
Price Index							
MAJOR OPTIONS :							
* Airconditioning							
* Automatic gearbox							
* Power steering							
* ABS							
* Dual airbags							
RIGHT HAND DRIVE***							
OTHER INFORMATION :							
* Warranty condition							
* Free road side assistance							
* Delivery cost included							

November 1, 1996 : 1 ECU =

39,7381	1,92897	162,394	6,51354	0,777692	1927,71
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Prices are based on recommended retail prices adjusted for equipment differences, effective on November 1, '96. Final prices are set by dealers.

Major options : S (standard), Option Price, NA (non available).

** : Particular price constraints exist in B (due to the effect of several years of price controls) and NL (due to high car taxes and the knock on effect of Belgian price controls).

*** : Authorized charges can be added to the indicated prices.

MANUFACTURER : FUJI HEAVY INDUSTRIES LTD. (SUBARU)

November 1, 1996

MODEL/VARIANT	MS	L	NL**	OE	P	SW	UK
DESCRIPTION	Currency	LF	G	ATS	ESC	SKR	UK£
SUBARU LEGACY STATION WAGON 2.0 GL 4WD 5S		Incl. Tax	Incl. Tax	Incl. Tax	Incl. Tax	Incl. Tax	Incl. Tax
Recommended Retail Price		Excl. Tax	Excl. Tax	Excl. Tax	Excl. Tax	Excl. Tax	Excl. Tax
Converted to ECU		770.000	52.745	342.500	NA	191.900	17.999,31
Price Index		19.377	24.389	25.246		22.960	23.203
		105.6%	100%	117.3%		114.0%	116.9%
MAJOR OPTIONS :							
* Airconditioning		57.300	3.700	28.400	NA	15.900	1.549,99
* Automatic gearbox		50.000	3.500	23.700	NA	11.000	1.000,00
* Power steering		S	S	S	NA	S	S
* ABS		53.000	4.000	15.000	NA	9.000	S
* Dual airbags		48.000	3.750	S	NA	9.000	S
RIGHT HAND DRIVE***		NA	NA	NA	NA	3.000	NA
OTHER INFORMATION :							
* Warranty condition	1yr and extra 2yrs powertrain/100.000kms	Yes	1yr/unlimited	1yr/unlimited	--	3yrs/100.000kms	3yrs/100.000kms
* Free road side assistance	No	No	No	No	--	Yes	Yes
* Delivery cost included	No	No	No	Yes	--	Yes	No

November 1, 1996 : 1 ECU =	39,7381	2,16263	13,5663	195,017	8,35818	0,775744
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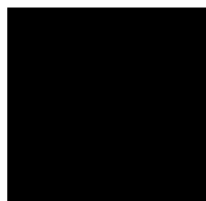
Prices are based on recommended retail prices adjusted for equipment differences, effective on November 1, '96. Final prices are set by dealers.
 Major options : S (standard), Option Price, NA (not available).
 ** : Particular price constraints exist in B (due to the effect of several years of price controls) and NL (due to high car taxes and the knock on effect of Belgian price controls).
 *** : Authorized charges can be added to the indicated prices.

SUZUKI MOTOR CORPORATION



SUZUKI

SUZUKI MOTOR CORPORATION



SUZUKI

MANUFACTURER : SUZUKI MOTOR CORPORATION

DATE : 15th November, 1996

MODEL/VARIANT	MS	B		D	E		F	IRL		I
Description	Currency	FB		DM	Peset.		FF	Ir. £		Lira
SUZUKI										
Swift 1.0 GLS 3D										
993cc 5G										
Recommended retail price		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	
		319,000	263,636	15,608	13,572	N/A	N/A	50,174	41,604	9,145
						N/A	N/A	5,980	N/A	N/A
Major options										
• air conditioning		70,579	58,330	N/A	N/A	N/A	N/A	N/A	N/A	N/A
• automatic gearbox		40,000	33,058	1,680	1,461	N/A	N/A	N/A	N/A	N/A
• power steering		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
• ABS		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
• air bag		S	S	S	S	N/A	N/A	N/A	N/A	N/A
Right-handed Drive*		322,328	266,387	15,762	13,706	N/A	N/A	50,718	42,055	9,145
						N/A	N/A	5,980	N/A	N/A
Other information										
• warranty condition	no of years	1 Yr/Unlimited	3 Yr/100,000Km	-	3 Yr/100,000Km	3 Yr/100,000Km	3 Yr/100,000Km	-	-	-
• free roadside assistance**	yes/no	No	Yes	-	-	No	Yes	-	-	-
• delivery costs included***	yes/no	Yes	No	-	-	No	Yes	-	-	-

• Prices are recommended retail prices of pre-facelift model, effective on 1st November, 1996. Final prices are set by dealers.

• Recommended retail price : Adjusted for equipment differences

• Major options : S (standard), Dealer option price, N/A (non available)

• * : Charge is not included in the above mentioned price.

• ** : The validity of roadside assistance is different by country.

• *** : Delivery cost to dealers

MANUFACTURER : SUZUKI MOTOR CORPORATION

DATE : 15th November, 1996

MODEL/VARIANT	M/S	L	NL	OE	P	SW	UK
Description	Currency	LF	G	ATS	Esc	S Kr	£
SUZUKI							
Swift 1.0 GLS 3D							
993cc 5G							
Recommended retail price		Incl. Tax 306,000	Incl. Tax 18,496	Incl. Tax 119,868	Incl. Tax 1,892,048	Incl. Tax N/A	Incl. Tax 6,453
		Excl. Tax 266,087	Excl. Tax 13,454	Excl. Tax 95,133	Excl. Tax 1,403,562	Excl. Tax N/A	Excl. Tax 5,492
Major options							
• air conditioning		67,100	N/A	N/A	N/A	N/A	N/A
• automatic gearbox		38,000	1,000	N/A	N/A	N/A	N/A
• power steering		N/A	N/A	N/A	N/A	N/A	N/A
• ABS		N/A	N/A	N/A	N/A	N/A	N/A
• air bag		S	S	N/A	S	N/A	N/A
Right-handed Drive*		309,164	18,738	121,051	1,907,844	N/A	6,453
		268,838	13,603	96,072	1,417,063	N/A	5,492
Other information							
• warranty condition	no of years	1 Yr/Unlimited	3 Yr/100,000Km	3 Yr/100,000Km	1 Yr/Unlimited	-	3 Yr/60,000miles
• free roadside assistance**	yes/no	No	No	Yes	No	-	Yes
• delivery costs included***	yes/no	Yes	No	Yes	Yes	-	No

• Prices are recommended retail prices of pre-facelift model, effective on 1st November, 1996. Final prices are set by dealers.

• Recommended retail price : Adjusted for equipment differences

• Major options : S (standard), Dealer option price, N/A (non available)

• *: Charge is not included in the above mentioned price.

• **: The validity of roadside assistance is different by country.

• ***: Delivery cost to dealers

MANUFACTURER : SUZUKI MOTOR CORPORATION

DATE : 15th November, 1996

MODEL/VARIANT	MS	B		D		E		F		IRL		I
Description	Currency	FB		DM		Peset.		FF		Ir. £		Lira
SUZUKI		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax
Baleno 1.6 GLX 4D												
1,590cc 5G												
Recommended retail price		498,999	412,396	25,289	21,990	1,862,436	1,514,176	81,901	67,911	12,356	8,080	25,135,340
Major options												
• air conditioning		69,500	57,438	2,295	1,996	166,001	134,960	7,500	6,219	N/A	N/A	2,351,000
• automatic gearbox		50,000	41,322	1,975	1,717	N/A	N/A	5,000	4,146	N/A	N/A	N/A
• power steering		S	S	S	S	S	S	S	S	S	S	S
• ABS		N/A	N/A	1,790	1,557	326,001	265,041	8,000	6,634	N/A	N/A	S
• air bag		30,000	24,793	S	S					S	S	S
Right-handed Drive*		502,328	415,147	25,443	22,124	1,876,265	1,525,419	82,445	68,362	12,356	8,080	25,294,150
Other information												
• warranty condition	no of years	1 Yr/Unlimited	3 Yr/100,000Km	1 Yr/Unlimited	3 Yr/100,000Km	3 Yr/100,000Km	3 Yr/100,000Km	3 Yr/100,000Km	3 Yr/Unlimited	3 Yr/Unlimited	3 Yr/100,000Km	3 Yr/100,000Km
• free roadside assistance**	yes/no	No	Yes	Yes	Yes	No	No	No	No	Yes	Yes	No
• delivery costs included***	yes/no	Yes	No	No	No	Yes	Yes	No	No	Yes	Yes	Yes

• Prices are recommended retail prices, effective on 1st November, 1996. Final prices are set by dealers.

• Recommended retail price : Adjusted for equipment differences

• Major options : S (standard), Dealer option price, N/A (non available)

• * : Charge is not included in the above mentioned price.

• ** : The validity of roadside assistance is different by country.

• *** : Delivery cost to dealers

MANUFACTURER : SUZUKI MOTOR CORPORATION

DATE : 15th November, 1996

MODEL/VARIANT	MS	L		NL	OE		P		SW		UK
Description	Currency	LF		G	ATS		Esc		S.Kr		£
SUZUKI		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Baleno 1.6 GLX 4D											
1,590cc 5G											
Recommended retail price		477,000	414,783	31,995	189,413	146,152	3,443,175	2,081,045	116,066	91,438	8,485
Major options											
• air conditioning		66,400	57,739	N/A	N/A	N/A	S	S	9,900	7,920	N/A
• automatic gearbox		47,000	40,870	3,100	24,000	15,209	N/A	N/A	9,500	7,600	809
• power steering		S	S	S	S	S	S	S	S	S	S
• ABS		N/A	N/A	1,795	22,000	16,975	300,000	256,410	8,500	6,800	N/A
• air bag		28,000	24,348	S	S	S	200,000	170,940	S	S	S
Right-handed Drive*		480,164	417,534	32,239	190,630	147,091	3,458,972	2,094,546	116,790	92,017	8,485
Other information											
• warranty condition	no of years	1 Yr/Unlimited	3 Yr/100,000Km	3 Yr/100,000Km	3 Yr/100,000Km	1 Yr/Unlimited	5 Yr/100,000Km	3 Yr/60,000miles			
• free roadside assistance**	yes/no	No	No	No	Yes	No	Yes	Yes	Yes	Yes	Yes
• delivery costs included***	yes/no	Yes	No	No	Yes	Yes	Yes	Yes	Yes	No	No

• Prices are recommended retail prices, effective on 1st November, 1996. Final prices are set by dealers.

• Recommended retail price : Adjusted for equipment differences

• Major options : S (standard), Dealer option price, N/A (non available)

• * : Charge is not included in the above mentioned price.

• ** : The validity of roadside assistance is different by country.

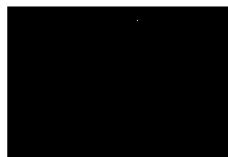
• *** : Delivery cost to dealers

TOYOTA MOTOR EUROPE



TOYOTA

TOYOTA MOTOR EUROPE



TOYOTA

MANUFACTURER : TOYOTA MOTOR CORPORATION

MODEL/VARIANT	MS CURRENCY	B		D		E		F		IRL		I LIT
		INCLU. TAX	EXCLU. TAX	INCLU. TAX	EXCLU. TAX	INCLU. TAX	EXCLU. TAX	INCLU. TAX	EXCLU. TAX	INCLU. TAX	EXCLU. TAX	
TOYOTA												
STARLET 3DR H/B												
1.3 XL 5M/T												
RECOMMENDED RETAIL PRICE		341660	282364	17980	15635	-	-	61555	51041	10827	6997	-
MAJOR OPTIONS :												
* AIR CONDITIONING		N/A	N/A	2100	1826	-	-	N/A	N/A	N/A	N/A	-
* AUTOMATIC GEARBOX		46000	38017	1300	1130	-	-	8300	6882	1075	695	-
* POWER STEERING		STD	STD	900	783	-	-	STD	STD	N/A	N/A	-
* ABS		20000	16529	1100	957	-	-	STD	STD	N/A	N/A	-
* AIR BAG (DRIVER)		12000	9917	STD	STD	-	-	STD	STD	STD	STD	-
RIGHT HAND DRIVE		341660	282364	17980	15635	-	-	61555	51041	10827	6997	-
OTHER INFORMATION												
* WARRANTY CONDITION	N° OF YEARS											
* FREE ROADSIDE ASSISTANCE INCLUDED	YES/NO	3Yr/100,000km	YES	3Yr/100,000km	YES	-	-	3Yr/100,000km	NO	3Yr/100,000km	YES	-
* DELIVERY COSTS INCLUDED	YES/NO	YES	YES	NO	NO	-	-	NO	NO	NO	NO	-

- Prices are recommended retail prices, effective Nov.1, 1996. Final prices are set by dealers.

- Recommended price is adjusted for equipment differences.

- Major options : STD(standard), Option price, Pack(package option : individual option price is not available), N/A(not available)

MANUFACTURER : TOYOTA MOTOR CORPORATION

MODEL/VARIANT	MS CURRENCY	LUX		NL		OE		P		SW		UK	
		INCLU. TAX	EXCLU. TAX	INCLU. TAX	EXCLU. TAX	INCLU. TAX	EXCLU. TAX	INCLU. TAX	EXCLU. TAX	INCLU. TAX	EXCLU. TAX	INCLU. TAX	EXCLU. TAX
TOYOTA													
STARLET 3DR H/B													
1.3 XL 5M/T													
RECOMMENDED RETAIL PRICE		341660	282364	22117	15680	135492	104546	2289039	1468463	-	-	7718	6569
MAJOR OPTIONS :													
* AIR CONDITIONING		N/A	N/A	N/A	N/A	18144	14000	N/A	N/A	-	-	N/A	N/A
* AUTOMATIC GEARBOX		46000	38017	2950	2511	N/A	N/A	N/A	N/A	-	-	826	703
* POWER STEERING		STD	STD	STD	STD	N/A	N/A	N/A	N/A	-	-	STD	STD
* ABS		20000	16529	1500	1277	6480	5000	N/A	N/A	-	-	N/A	N/A
* AIR BAG (DRIVER)		12000	9917	STD	STD	STD	STD	N/A	N/A	-	-	STD	STD
RIGHT HAND DRIVE		341660	282364	22117	15680	135492	104546	2289039	1468463	-	-	7718	6569
OTHER INFORMATION													
* WARRANTY CONDITION	N° OF YEARS												
* FREE ROADSIDE ASSISTANCE INCLUDED	YES/NO	3Yr/100,000km	YES	3Yr/100,000km	NO	3Yr/100,000km	NO	3Yr/100,000km	NO	-	-	3Yr/100,000km	YES
* DELIVERY COSTS INCLUDED	YES/NO	YES	YES	NO	NO	NO	NO	YES	YES	-	-	NO	NO

- Prices are recommended retail prices, effective Nov.1, 1996. Final prices are set by dealers.

- Recommended price is adjusted for equipment differences.

- Major options : STD(standard), Option price, Pack(package option : individual option price is not available), N/A(not available)

MANUFACTURER : TOYOTA MOTOR CORPORATION

MODEL/VARIANT	MS		B		D		E		F		IRL		I
	CURRENCY		INCLU. TAX	EXCLU. TAX	INCLU. TAX	EXCLU. TAX	INCLU. TAX	EXCLU. TAX	INCLU. TAX	EXCLU. TAX	INCLU. TAX	EXCLU. TAX	LIT
TOYOTA													
COROLLA 3DR 11/B													
1. 3 XL 5M/T													
RECOMMENDED RETAIL PRICE			504342	416812	24490	21296	-	-	91261	75673	14086	9103	-
MAJOR OPTIONS :													
* AIR CONDITIONING			65744	54334	2700	2348	-	-	STD	STD	N/A	N/A	-
* AUTOMATIC GEARBOX			40000	33058	1500	1304	-	-	8200	6799	1075	695	-
* POWER STEERING			STD	STD	STD	STD	-	-	STD	STD	N/A	N/A	-
* ABS			39500	32645	1200	1043	-	-	N/A	N/A	N/A	N/A	-
* AIR BAG (DRIVER)			STD	STD	STD	STD	-	-	STD	STD	944	610	-
RIGHT HAND DRIVE			504342	416812	24490	21296	-	-	91261	75673	14086	9103	-
OTHER INFORMATION													
* WARRANTY CONDITION	N° OF YEARS		3Yr/100,000km	3Yr/100,000km	3Yr/100,000km	3Yr/100,000km	-	-	3Yr/100,000km	3Yr/100,000km	3Yr/100,000km	3Yr/100,000km	-
* FREE ROADSIDE ASSISTANCE INCLUDED	YES/NO		YES	YES	YES	YES	-	-	NO	NO	YES	YES	-
* DELIVERY COSTS INCLUDED	YES/NO		YES	YES	NO	NO	-	-	NO	NO	NO	NO	-

- Prices are recommended retail prices, effective Nov.1, 1996. Final prices are set by dealers.

- Recommended price is adjusted for equipment differences.

- Major options : STD(standard), Option price, Pack(package option : individual option price is not available), N/A(not available)

MANUFACTURER : TOYOTA MOTOR CORPORATION

MODEL/VARIANT	MS CURRENCY	LUX		NL		OE		P		SW		UK	
		INCLU. TAX	EXCLU. TAX	INCLU. TAX	EXCLU. TAX	INCLU. TAX	EXCLU. TAX	INCLU. TAX	EXCLU. TAX	INCLU. TAX	EXCLU. TAX	INCLU. TAX	EXCLU. TAX
TOYOTA													
COROLLA 3DR H/B													
1.3 XL 5M/T													
RECOMMENDED RETAIL PRICE													
MAJOR OPTIONS :													
* AIR CONDITIONING		65744	54334	990	843	N/A	N/A	STD	STD	N/A	N/A	N/A	N/A
* AUTOMATIC GEARBOX		40000	33058	2500	2128	15458	11926	N/A	N/A	N/A	N/A	650	553
* POWER STEERING		STD	STD	STD	STD	STD	STD	STD	STD	STD	STD	STD	STD
* ABS		39500	32845	2995	2549	14256	11000	N/A	N/A	N/A	N/A	N/A	N/A
* AIR BAG (DRIVER)		STD	STD	STD	STD	STD	STD	N/A	N/A	STD	STD	STD	STD
RIGHT HAND DRIVE		504342	416812	32921	22320	195506	150853	2971131	2051430	117551	87065	10745	9144
OTHER INFORMATION													
* WARRANTY CONDITION	N° OF YEARS												
* FREE ROADSIDE ASSISTANCE INCLUDED	YES/NO	3Yr/100,000km	YES	3Yr/100,000km	NO	3Yr/100,000km	NO	3Yr/100,000km	NO	3Yr/100,000km	YES	3Yr/100,000km	YES
* DELIVERY COSTS INCLUDED	YES/NO	YES	YES	NO	NO	NO	NO	YES	YES	YES	YES	NO	NO

- Prices are recommended retail prices, effective Nov. 1, 1996. Final prices are set by dealers.

- Recommended price is adjusted for equipment differences.

- Major options : STD(standard), Option price, Pack (package option : individual option price is not available), N/A(not available)

MANUFACTURER : TOYOTA MOTOR CORPORATION

MODEL/VARIANT	MS	B		D		E		F		IRL		I
DESCRIPTION	CURRENCY	B. FR		DM		PTA		F. FR		IR &		LIT
TOYOTA												
CARINA E 4DR S/D		INCLU. TAX	EXCLU. TAX	INCLU. TAX	EXCLU. TAX	INCLU. TAX	EXCLU. TAX	INCLU. TAX	EXCLU. TAX	INCLU. TAX	EXCLU. TAX	EXCLU. TAX
1.8 GL S/D 5M/T												
RECOMMENDED RETAIL PRICE		678298	560575	33900	29478	3067757	2373247	117094	97093	17471	11291	28181908
MAJOR OPTIONS :												
* AIR CONDITIONING		65091	53794	2800	2435	STD	STD	7000	5804	N/A	N/A	1680672
* AUTOMATIC GEARBOX		50000	41322	2770	2409	265000	207032	N/A	N/A	1800	1163	2773109
* POWER STEERING		STD	STD	STD	STD	STD	STD	STD	STD	STD	STD	STD
* ABS		28100	23223	STD	STD	N/A	N/A	STD	STD	1405	908	STD
* AIR BAG (DRIVER)		STD	STD	STD	STD	STD	STD	STD	STD	STD	STD	STD
RIGHT HAND DRIVE		678298	569997	33900	28487	3067757	2577947	117094	98399	17471	14682	28181908
OTHER INFORMATION												
* WARRANTY CONDITION	N° OF YEARS	3Yr/100,000km		3Yr/100,000km		3Yr/100,000km		3Yr/100,000km		3Yr/100,000km		-
* FREE ROADSIDE ASSISTANCE INCLUDED	YES/NO	YES		YES		YES		NO		YES		-
* DELIVERY COSTS INCLUDED	YES/NO	YES		NO		YES		NO		NO		-

- Prices are recommended retail prices, effective Nov. 1, 1996. Final prices are set by dealers.

- Recommended price is adjusted for equipment differences.

- Major options : STD(standard). Option price, Pack(package option : individual option price is not available), N/A(not available)

MANUFACTURER : TOYOTA MOTOR CORPORATION

MODEL/VARIANT DESCRIPTION	MS CURRENCY	LUX		NL		OE		P		SW		UK	
		INCLU. TAX	EXCLU. TAX	INCLU. TAX	EXCLU. TAX	INCLU. TAX	EXCLU. TAX	INCLU. TAX	EXCLU. TAX	INCLU. TAX	EXCLU. TAX	INCLU. TAX	EXCLU. TAX
TOYOTA CARINA E 4DR S/D 1.8 GL S/D 5M/T													
RECOMMENDED RETAIL PRICE		678296	560575	44452	29408	264052	201875	5030324	3173960	145789	118955	13189	11224
MAJOR OPTIONS :													
* AIR CONDITIONING		65091	53794	1500	1277	N/A	N/A	STD	STD	N/A	N/A	N/A	N/A
* AUTOMATIC GEARBOX		50000	41322	4055	3451	31206	23720	N/A	N/A	N/A	N/A	850	723
* POWER STEERING		STD	STD	STD	STD	STD	STD	STD	STD	STD	STD	STD	STD
* ABS		28100	23223	2995	2549	STD	STD	STD	STD	STD	STD	STD	STD
* AIR BAG (DRIVER)		STD	STD	STD	STD	STD	STD	STD	STD	STD	STD	STD	STD
RIGHT HAND DRIVE		678296	569987	44452	29408	264052	201875	5030324	3173960	145789	118955	13189	11224
OTHER INFORMATION													
* WARRANTY CONDITION	N° OF YEARS												
* FREE ROADSIDE ASSISTANCE INCLUDED	YES/NO	3Yr/100,000km YES		3Yr/100,000km NO		3Yr/100,000km NO		3Yr/100,000km NO		3Yr/100,000km YES		3Yr/100,000km YES	
* DELIVERY COSTS INCLUDED	YES/NO	YES		NO		NO		YES		YES		NO	

- Prices are recommended retail prices, effective Nov. 1, 1996. Final prices are set by dealers.

- Recommended price is adjusted for equipment differences.

- Major options : STD (standard). Option price, Pack (package option : individual option price is not available), N/A (not available)

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