

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 /F2/0597

**PRECIOS DE COCHES
EN LA UNION EUROPEA AL
1 DE MAYO DE 1997**

**PRIX DES VOITURES AU SEIN DE
L'UNION EUROPEENNE
AU 1 MAI 1997**

**BILPRISER INDENFOR
DEN EUROPÆISKE UNION
PR.1.MAJ 1997**

**PREZZI DEGLI AUTOVEICOLI
NELL'UNIONE EUROPEA AL
1°MAGGIO 1997**

**AUTOPREISE IN DER
EUROPÄISCHEN UNION AM
1.MAI 1997**

**AUTOPRIJZEN IN DE
EUROPESE UNIE OP
1 MEI 1997**

**ΟΙ ΤΙΜΕΣ ΤΩΝ ΑΥΤΟΚΙΝΗΤΩΝ
ΣΤΗΝ ΕΥΡΩΠΑΙΚΗ ΕΝΩΣΗ ΤΗΝ
1 ΜΑΙΟΣ 1997**

1/05/97

**CAR PRICES WITHIN THE
EUROPEAN UNION ON
1 MAY 1997**

**PREÇOS DE AUTOMÓVEIS NA
UNIÃO EUROPEIA AO
1 DE MAIO DE 1997**

**AUTOJEN HINNAT
EUROOPAN UNIONIN ALUEELLA
1. TOUKOKUU 1997**

**BILPRISER INOM DEN
EUROPEISKA UNIONEN DEN
1 MAJ 1997**



**Diferenciales de precio de coches en la Unión Europea
al 1 de mayo de 1997 (en %)**

**Prisforskelle på biler i den Europæiske Union
den 1. Maj 1997 (i%)**

**Preisunterschiede für Automobile in der Europäischen Union
am 1. Mai 1997 (in %)**

**Οι διαφορές στις τιμές των αυτοκινήτων στην Ευρωπαϊκή Ένωση
την 1 Μαΐος 1997 (τοις %)**

**Car price differentials within the European Union
on 1 May 1997 (in %)**

**Autojen hintaerot Euroopan Unionin aluella
1. Toukokuu 1997 (%:teina ilmaistuna)**

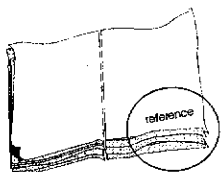
**Différences des prix des voitures au sein de l'Union Européenne
au 1 mai 1997 (en%)**

**Differenze di prezzo degli autoveicoli nell'Unione Europea
al 1° maggio 1997 (in%)**

**Autoprijsverschillen in de Europese Unie
op 1 mei 1997 (in%)**

**Diferenças de preço de automóveis na União Europeia
ao 1 de Maio de 1997 (em %)**

**Skillnader i bilpriser inom Europeiska Unionen
den 1 maj 1997 (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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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	107,0%	111,4%	106,9%	108,5%	118,7%	103,9%	101,7%	100% MIN	113,6%	109,0%	105,9%	124,7% MAX
BMW 520i	109,3%	108,9%	105,7%	111,2%	105,2%	109,4%	108,2%	103,4%	111,4%	115,2%	100% MIN	121,6% MAX
BMW 730i	100,9%	101,9%	100,8%	103,8%	102,6%	106,6%	100,2%	100% MIN	104,2%	112,4% MAX	XXX	103,4%

BMW GROUP / ROVER

	B	D	E	F	IRL	I	L	NL	A	P	S	UK
LAND ROVER Discovery	114,7%	110,1%	104,6%	119,4%	121,0%	105,4%	114,7%	104,4%	113,5%	100% MIN	XXX	139,3% MAX
RANGE ROVER V8i	101,4%	109,8%	100% MIN	102,2%	104,4%	104,9%	101,4%	105,9%	109,8%	102,9%	103,5%	121,1% MAX
ROVER MGF	106,8%	101,7%	105,1%	104,7%	105,5%	107,2%	106,8%	109,2%	102,7%	100% MIN	XXX	123,6% MAX
ROVER 214	104,5%	116,1%	105,2%	109,2%	109,8%	109,3%	104,5%	102,3%	100% MIN	111,9%	102,6%	138,3% MAX
ROVER 414	104,2%	XXX	102,0%	108,5%	100% MIN	100,9%	104,2%	XXX	106,2%	101,1%	XXX	124,9% MAX
ROVER 620	106,1%	101,3%	105,8%	112,1%	108,9%	107,7%	106,1%	100% MIN	105,8%	102,0%	XXX	117,2% MAX

FIAT GROUP/ALFA

	B	D	E	F	IRL	I	L	NL	A	P	S	UK
ALFA 145	106,5%	120,9%	106,2%	105,4%	111,3%	110,0%	106,5%	100% MIN	120,6%	111,4%	XXX	173,1% MAX
ALFA 155	111,0%	122,4%	106,7%	115,3%	100% MIN	107,7%	111,0%	106,0%	127,8%	102,4%	100,7%	137,4% MAX
ALFA 164	126,6%	132,0%	115,3%	135,5% MAX	103,4%	115,4%	126,6%	100% MIN	131,4%	117,5%	107,5%	126,6%

FIAT GROUP/FIAT

B	D	E	F	IRL	I	L	NL	A	P	S	UK
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FIAT Cinquecento	103,0%	123,6%	100% MIN	105,9%	105,1%	110,7%	103,0%	101,4%	109,0%	105,7%	XXX	132,1% MAX
FIAT Punto	108,5%	126,2%	107,5%	100% MIN	105,3%	113,3%	108,5%	111,0%	122,8%	101,0%	119,8%	127,3% MAX
FIAT Bravo	103,3%	115,2%	108,3%	107,1%	100% MIN	123,2%	103,3%	101,5%	113,1%	105,5%	123,0%	135,9% MAX
FIAT Marea	110,6%	120,1%	105,8%	108,6%	100% MIN	116,1%	110,6%	102,2%	115,8%	105,9%	101,9%	121,0% MAX

FIAT GROUP/LANCIA

B	D	E	F	IRL	I	L	NL	A	P	S	UK
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LANCIA Y	109,7%	127,7% MAX	112,4%	119,4%	XXX	120,3%	109,7%	116,2%	111,9%	100% MIN	XXX	XXX
LANCIA Dedra	117,4%	126,7%	113,0%	130,7% MAX	XXX	118,1%	117,4%	108,6%	111,9%	100% MIN	XXX	XXX
LANCIA K	111,6%	115,3%	111,4%	116,5%	XXX	122,0% MAX	111,6%	100% MIN	117,2%	109,0%	XXX	XXX

FORD

B	D	E	F	IRL	I	L	NL	A	P	S	UK
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FORD Fiesta	102,5%	126,2%	124,0%	117,1%	122,6%	121,2%	102,5%	111,6%	121,2%	100% MIN	116,5%	133,9% MAX
FORD Escort	102,3%	125,3%	115,0%	113,1%	121,4%	120,5%	102,3%	103,5%	113,6%	100% MIN	116,2%	133,3% MAX
FORD Mondeo	103,1%	119,0%	100% MIN	117,4%	107,2%	127,7% MAX	103,1%	108,6%	112,2%	101,7%	114,8%	123,9%
FORD Scorpio	104,9%	108,4%	126,1%	117,5%	112,2%	119,0%	104,9%	107,1%	121,4%	100% MIN	103,5%	131,0% MAX

GM/OPEL

B	D	E	F	IRL	I	L	NL	A	P	S	UK
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OPEL Corsa	102,2%	109,3%	102,8%	102,7%	110,8%	101,9%	102,2%	111,9%	116,2%	100% MIN	120,0%	124,1% MAX
OPEL Astra	112,5%	116,3%	100% MIN	105,2%	112,5%	108,3%	112,5%	104,4%	104,1%	113,9%	113,5%	121,5% MAX
OPEL Vectra	111,2%	119,5% MAX	100% MIN	108,0%	102,8%	112,2%	111,2%	105,2%	112,7%	103,3%	116,2%	114,1%
OPEL Omega	113,2%	118,6%	108,0%	116,1%	102,9%	101,6%	113,2%	100% MIN	119,6%	114,5%	108,1%	125,4% MAX

MERCEDES-BENZ

B	D	E	F	IRL	I	L	NL	A	P	S	UK
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MERCEDES 180	109,9%	108,3%	100% MIN	104,7%	108,4%	101,8%	106,4%	100,8%	106,4%	103,6%	106,6%	117,4% MAX
MERCEDES 200	112,2%	110,8%	115,1%	112,2%	110,6%	116,7%	112,2%	100% MIN	111,2%	120,0%	104,9%	120,9% MAX
MERCEDES 320	104,4%	100% MIN	108,0%	111,5%	107,1%	109,7%	100,1%	107,5%	104,5%	112,1%	110,3%	115,9% MAX

PSA GROUP/CITROEN

B	D	E	F	IRL	I	L	NL	A	P	S	UK
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CITROEN Saxo	111,4%	124,5%	113,7%	125,9%	XXX	117,1%	111,4%	108,5%	114,6%	100% MIN	XXX	136,1% MAX
CITROEN ZX	107,6%	108,5%	108,5%	117,5%	XXX	110,6%	107,6%	106,9%	100,4%	100% MIN	XXX	119,9% MAX
CITROEN Xantia	113,3%	122,8%	111,9%	129,5% MAX	119,1%	118,1%	113,3%	103,6%	119,1%	100% MIN	105,1%	123,8%
CITROEN Evasion	105,0%	111,5%	107,3%	120,5% MAX	116,0%	109,3%	105,0%	100% MIN	111,7%	XXX	113,2%	115,9%

PSA GROUP/PEUGEOT

B	D	E	F	IRL	I	L	NL	A	P	S	UK
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PEUGEOT 106	101,8%	111,4%	104,1%	114,5%	117,5%	111,3%	101,8%	104,5%	109,9%	100% MIN	109,6%	126,1% MAX
PEUGEOT 306	109,3%	110,3%	104,4%	123,6%	116,5%	114,9%	109,3%	100% MIN	112,5%	104,3%	108,0%	137,6% MAX
PEUGEOT 406	110,0%	113,6%	108,0%	121,2%	108,2%	116,1%	110,0%	100% MIN	117,4%	101,7%	107,2%	126,7% MAX
PEUGEOT 806	100,4%	105,2%	109,5%	117,0%	125,5% MAX	117,9%	100,4%	100% MIN	109,5%	117,1%	114,6%	121,6%

RENAULT

B	D	E	F	IRL	I	L	NL	A	P	S	UK
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RENAULT Twingo	103,4%	104,9%	102,2%	114,6% MAX	XXX	104,9%	103,4%	100,6%	111,3%	100% MIN	111,9%	XXX
RENAULT Clio	104,2%	107,6%	107,3%	114,8%	117,5%	103,0%	104,2%	105,9%	112,4%	100% MIN	XXX	124,0% MAX
RENAULT Megane	100,3%	101,2%	109,3%	115,8%	109,8%	106,0%	100,3%	102,3%	105,5%	100% MIN	XXX	129,8% MAX
RENAULT Laguna	119,2%	118,4%	121,7%	121,6%	119,8%	119,3%	119,2%	110,1%	122,3%	100% MIN	122,9%	132,2% MAX
RENAULT Safrane	110,6%	121,2%	107,1%	119,3%	114,5%	125,9%	110,6%	100% MIN	128,5% MAX	121,1%	XXX	123,3%
RENAULT Espace	102,7%	106,4%	XXX	113,6% MAX	XXX	107,7%	102,7%	102,3%	100% MIN	XXX	XXX	XXX

VOLVO

B	D	E	F	IRL	I	L	NL	A	P	S	UK
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VOLVO S40	113,8%	115,5%	105,2%	116,6%	105,2%	115,8%	114,1%	100% MIN	120,1%	121,6% MAX	111,9%	120,5%
VOLVO S70	111,0%	111,9%	109,4%	109,2%	108,1%	110,2%	111,1%	101,1%	113,8% MAX	110,9%	100% MIN	112,6%

VW GROUP / AUDI

B	D	E	F	IRL	I	L	NL	A	P	S	UK
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AUDI A3	100,7%	109,1% MAX	XXX	104,3%	100% MIN	106,6%	101,0%	100,1%	108,6%	100,9%	101,0%	106,4%
AUDI A4	114,0%	116,9% MAX	110,2%	113,9%	113,4%	107,9%	110,3%	105,2%	115,8%	114,4%	100% MIN	112,3%
AUDI A6	108,8%	111,3%	101,4%	116,6%	XXX	112,9%	100% MIN	102,8%	113,5%	XXX	XXX	116,6% MAX
AUDI A8	100% MIN	104,2%	104,8%	109,4%	111,9%	114,8% MAX	100,9%	109,7%	106,5%	105,2%	110,0%	106,1%

VW GROUP / SEAT

B	D	E	F	IRL	I	L	NL	A	P	S	UK
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SEAT Marbella	118,1% MAX	113,1%	100% MIN	113,2%	XXX	116,0%	110,9%	106,0%	XXX	XXX	XXX	XXX
SEAT Ibiza	105,9%	113,1%	108,6%	106,6%	114,9%	107,0%	105,6%	102,9%	108,8%	108,3%	100% MIN	120,0% MAX
SEAT Cordoba	112,6%	113,3%	110,9%	118,1% MAX	118,1%	113,9%	112,6%	107,4%	109,4%	109,0%	100% MIN	XXX
SEAT Toledo	111,8%	113,9%	112,6%	123,1%	118,7%	113,8%	115,3%	100% MIN	108,9%	117,7%	111,5%	123,3% MAX

VW GROUP / VW

B	D	E	F	IRL	I	L	NL	A	P	S	UK
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VW Polo	115,1%	131,3%	116,1%	119,8%	135,0%	119,5%	115,2%	116,6%	122,0%	100% MIN	116,2%	145,3% MAX
VW Golf	108,8%	107,4%	102,6%	103,9%	114,3%	106,7%	106,6%	100% MIN	100,1%	101,7%	107,6%	130,9% MAX
VW Vento	105,4%	116,4%	115,3%	109,0%	121,7%	117,0%	109,1%	100% MIN	106,9%	105,6%	105,5%	132,4% MAX
VW Passat	108,0%	125,3%	104,3%	108,6%	108,3%	111,1%	109,1%	100% MIN	109,7%	107,5%	110,4%	126,9% MAX

DAIHATSU

B	D	E	F	IRL	I	L	NL	A	P	S	UK
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DAIHATSU Charade	106,5%	115,8%	XXX	109,2%	XXX	XXX	106,5%	100% MIN	100,1%	118,2%	XXX	127,0% MAX
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HONDA

B	D	E	F	IRL	I	L	NL	A	P	S	UK
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HONDA Civic	107,1%	116,7%	112,5%	107,6%	109,4%	100% MIN	107,1%	102,1%	102,3%	106,6%	107,1%	127,5% MAX
HONDA Accord	110,3%	119,1%	107,3%	102,3%	116,6%	111,6%	110,3%	100% MIN	103,4%	108,2%	109,5%	131,7% MAX

MAZDA

B	D	E	F	IRL	I	L	NL	A	P	S	UK
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MAZDA 121	107,8%	118,4%	XXX	110,6%	125,4%	100% MIN	108,4%	105,4%	109,4%	XXX	XXX	128,0% MAX
MAZDA 323	100% MIN	109,4%	111,8%	109,1%	117,1%	104,6%	100,4%	106,1%	105,5%	112,0%	XXX	129,1% MAX
MAZDA 626	100% MIN	113,6%	XXX	112,2%	114,2%	XXX	100,3%	102,0%	101,7%	XXX	107,7%	123,9% MAX

MITSUBISHI

B	D	E	F	IRL	I	L	NL	A	P	S	UK
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MITSUBISHI Colt	108,9%	112,9%	XXX	XXX	123,3%	XXX	108,8%	100% MIN	110,5%	125,2%	XXX	140,3% MAX
MITSUBISHI Carisma	100% MIN	114,9%	XXX	XXX	104,1%	106,6%	100,5%	102,0%	114,2%	101,5%	101,6%	117,0% MAX

NISSAN

B	D	E	F	IRL	I	L	NL	A	P	S	UK
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NISSAN Micra	100% MIN	115,7%	103,6%	103,4%	118,7%	106,3%	100% MIN	102,5%	100,9%	105,0%	101,4%	144,1% MAX
NISSAN Almera	100,5%	114,5%	106,9%	105,6%	117,2%	103,4%	100,5%	100% MIN	106,1%	113,6%	114,1%	145,2% MAX
NISSAN Primera	100% MIN	115,0%	104,3%	108,6%	115,1%	110,0%	100% MIN	102,7%	109,7%	112,1%	112,5%	140,3% MAX

SUBARU

B	D	E	F	IRL	I	L	NL	A	P	S	UK
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SUBARU Legacy	116,4%	127,3%	XXX	117,3%	130,2%	134,0%	115,5%	106,3%	135,4%	100% MIN	113,3%	150,9% MAX
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SUZUKI

B	D	E	F	IRL	I	L	NL	A	P	S	UK
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SUZUKI Swift	107,1%	113,0%	XXX	109,5%	122,6%	100% MIN	108,2%	108,3%	115,4%	118,9%	XXX	130,9% MAX
SUZUKI Baleno	111,7%	123,1%	106,3%	109,5%	117,4%	103,5%	112,3%	100% MIN	112,8%	111,3%	111,9%	129,7% MAX

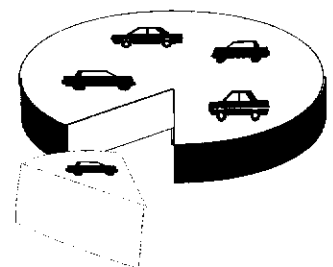
TOYOTA

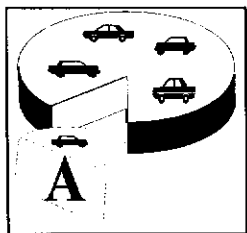
B	D	E	F	IRL	I	L	NL	A	P	S	UK
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TOYOTA Starlet	100% MIN	114,5%	XXX	110,9%	128,1%	XXX	100% MIN	106,5%	107,4%	107,1%	112,0%	133,0% MAX
TOYOTA Corolla	103,5%	104,7%	XXX	103,9%	113,1%	XXX	103,5%	100% MIN	107,8%	103,8%	104,3%	128,3% MAX
TOYOTA Carina	104,5%	111,2%	100% MIN	114,4%	110,2%	107,4%	104,5%	100,9%	109,9%	119,3% MAX	105,4%	117,8%

II

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

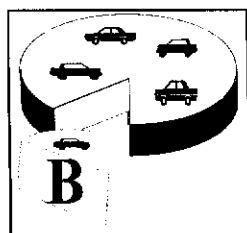




**SEGMENT A -- MINICOCHES / MINI BILER / KLEINSTWAGEN /
πολύ μικρά αυτοκίνητα / MINI CARS / PIENET AUTOT /
MINI-VOITURES / SUPERUTILITAIRE / ZEER KLEINE AUTO'S /
MINI - CARROS / MINDRE SMÅBILAR**

SEGMENT A	B	D	E	F	IRL	I	L	NL	A	P	S	UK
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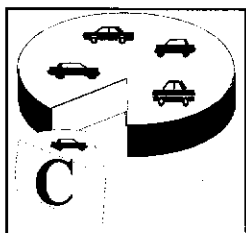
FIAT Cinquecento	103,0%	123,6%	100% MIN	105,9%	105,1%	110,7%	103,0%	101,4%	109,0%	105,7%	XXX	132,1% MAX
RENAULT Twingo	103,4%	104,9%	102,2%	114,6% MAX	XXX	104,9%	103,4%	100,6%	111,3%	100% MIN	111,9%	XXX
SEAT Marbella	118,1% MAX	113,1%	100% MIN	113,2%	XXX	116,0%	110,9%	106,0%	XXX	XXX	XXX	XXX



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

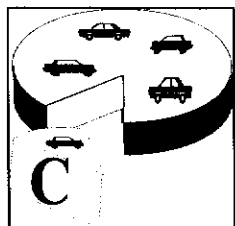
SEGMENT B	B	D	E	F	IRL	I	L	NL	A	P	S	UK
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CITROEN Saxo	111,4%	124,5%	113,7%	125,9%	XXX	117,1%	111,4%	108,5%	114,6%	100% MIN	XXX	136,1% MAX
FIAT Punto	108,5%	126,2%	107,5%	100% MIN	105,3%	113,3%	108,5%	111,0%	122,8%	101,0%	119,8%	127,3% MAX
FORD Fiesta	102,5%	126,2%	124,0%	117,1%	122,6%	121,2%	102,5%	111,6%	121,2%	100% MIN	116,5%	133,9% MAX
LANCIA Y	109,7%	127,7% MAX	112,4%	119,4%	XXX	120,3%	109,7%	116,2%	111,9%	100% MIN	XXX	XXX
OPEL Corsa	102,2%	109,3%	102,8%	102,7%	110,8%	101,9%	102,2%	111,9%	116,2%	100% MIN	120,0%	124,1% MAX
PEUGEOT 106	101,8%	111,4%	104,1%	114,5%	117,5%	111,3%	101,8%	104,5%	109,9%	100% MIN	109,6%	126,1% MAX
RENAULT Clio	104,2%	107,6%	107,3%	114,8%	117,5%	103,0%	104,2%	105,9%	112,4%	100% MIN	XXX	124,0% MAX
SEAT Ibiza	105,9%	113,1%	108,6%	106,6%	114,9%	107,0%	105,6%	102,9%	108,8%	108,3%	100% MIN	120,0% MAX
VW Polo	115,1%	131,3%	116,1%	119,8%	135,0%	119,5%	115,2%	116,6%	122,0%	100% MIN	116,2%	145,3% MAX
MAZDA 121	107,8%	118,4%	XXX	110,6%	125,4%	100% MIN	108,4%	105,4%	109,4%	XXX	XXX	128,0% MAX
MITSUBISHI Colt	108,9%	112,9%	XXX	XXX	123,3%	XXX	108,8%	100% MIN	110,5%	125,2%	XXX	140,3% MAX
NISSAN Micra	100% MIN	115,7%	103,6%	103,4%	118,7%	106,3%	100% MIN	102,5%	100,9%	105,0%	101,4%	144,1% MAX
SUZUKI Swift	107,1%	113,0%	XXX	109,5%	122,6%	100% MIN	108,2%	108,3%	115,4%	118,9%	XXX	130,9% MAX
TOYOTA Starlet	100% MIN	114,5%	XXX	110,9%	128,1%	XXX	100% MIN	106,5%	107,4%	107,1%	112,0%	133,0% MAX



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

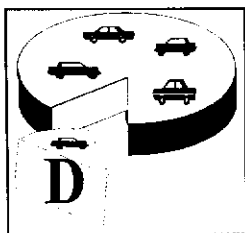
SEGMENT C	B	D	E	F	IRL	I	L	NL	A	P	S	UK
ALFA 145	106,5%	120,9%	106,2%	105,4%	111,3%	110,0%	106,5%	100% MIN	120,6%	111,4%	XXX	173,1% MAX
AUDI A3	100,7%	109,1% MAX	XXX	104,3%	100% MIN	106,6%	101,0%	100,1%	108,6%	100,9%	101,0%	106,4%
CITROEN ZX	107,6%	108,5%	108,5%	117,5%	XXX	110,6%	107,6%	106,9%	100,4%	100% MIN	XXX	119,9% MAX
FIAT Bravo	103,3%	115,2%	108,3%	107,1%	100% MIN	123,2%	103,3%	101,5%	113,1%	105,5%	123,0%	135,9% MAX
FORD Escort	102,3%	125,3%	115,0%	113,1%	121,4%	120,5%	102,3%	103,5%	113,6%	100% MIN	116,2%	133,3% MAX
OPEL Astra	112,5%	116,3%	100% MIN	105,2%	112,5%	108,3%	112,5%	104,4%	104,1%	113,9%	113,5%	121,5% MAX
PEUGEOT 306	109,3%	110,3%	104,4%	123,6%	116,5%	114,9%	109,3%	100% MIN	112,5%	104,3%	108,0%	137,6% MAX
RENAULT Megane	100,3%	101,2%	109,3%	115,8%	109,8%	106,0%	100,3%	102,3%	105,5%	100% MIN	XXX	129,8% MAX
ROVER 214	104,5%	116,1%	105,2%	109,2%	109,8%	109,3%	104,5%	102,3%	100% MIN	111,9%	102,6%	138,3% MAX
SEAT Cordoba	112,6%	113,3%	110,9%	118,1% MAX	118,1%	113,9%	112,6%	107,4%	109,4%	109,0%	100% MIN	XXX
SEAT Toledo	111,8%	113,9%	112,6%	123,1%	118,7%	113,8%	115,3%	100% MIN	108,9%	117,7%	111,5%	123,3% MAX
VW Golf	108,8%	107,4%	102,6%	103,9%	114,3%	106,7%	106,6%	100% MIN	100,1%	101,7%	107,6%	130,9% MAX
VW Vento	105,4%	116,4%	115,3%	109,0%	121,7%	117,0%	109,1%	100% MIN	106,9%	105,6%	105,5%	132,4% MAX



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

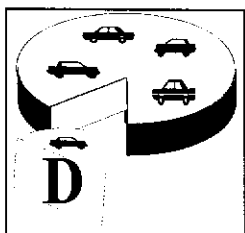
SEGMENT C	B	D	E	F	IRL	I	L	NL	A	P	S	UK
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DAIHATSU Charade	106,5%	115,8%	XXX	109,2%	XXX	XXX	106,5%	100% MIN	100,1%	118,2%	XXX	127,0% MAX
HONDA Civic	107,1%	116,7%	112,5%	107,6%	109,4%	100% MIN	107,1%	102,1%	102,3%	106,6%	107,1%	127,5% MAX
MAZDA 323	100% MIN	109,4%	111,8%	109,1%	117,1%	104,6%	100,4%	106,1%	105,5%	112,0%	XXX	129,1% MAX
NISSAN Almera	100,5%	114,5%	106,9%	105,6%	117,2%	103,4%	100,5%	100% MIN	106,1%	113,6%	114,1%	145,2% MAX
TOYOTA Corolla	103,5%	104,7%	XXX	103,9%	113,1%	XXX	103,5%	100% MIN	107,8%	103,8%	104,3%	128,3% MAX



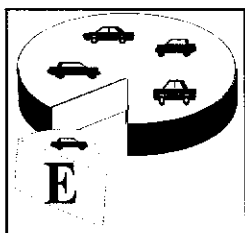
SEGMENT D -- COCHES GRANDES / STORE BILER / OBER MITTELKLASSE / μεγάλα αυτοκίνητα / LARGE CARS / SUURET AUTOT / FAMILIALES / MEDIE / GROTE AUTO'S / CARROS GRANDES / STÖRRE MELLANKLASS

SEGMENT D	B	D	E	F	IRL	I	L	NL	A	P	S	UK
ALFA 155	111,0%	122,4%	106,7%	115,3%	100% MIN	107,7%	111,0%	106,0%	127,8%	102,4%	100,7%	137,4% MAX
AUDI A4	114,0%	116,9% MAX	110,2%	113,9%	113,4%	107,9%	110,3%	105,2%	115,8%	114,4%	100% MIN	112,3%
BMW 316i	107,0%	111,4%	106,9%	108,5%	118,7%	103,9%	101,7%	100% MIN	113,6%	109,0%	105,9%	124,7% MAX
CITROEN Xantia	113,3%	122,8%	111,9%	129,5% MAX	119,1%	118,1%	113,3%	103,6%	119,1%	100% MIN	105,1%	123,8%
FIAT Marea	110,6%	120,1%	105,8%	108,6%	100% MIN	116,1%	110,6%	102,2%	115,8%	105,9%	101,9%	121,0% MAX
FORD Mondeo	103,1%	119,0%	100% MIN	117,4%	107,2%	127,7% MAX	103,1%	108,6%	112,2%	101,7%	114,8%	123,9%
LANCIA Dedra	117,4%	126,7%	113,0%	130,7% MAX	XXX	118,1%	117,4%	108,6%	111,9%	100% MIN	XXX	XXX
MERCEDES 180	109,9%	108,3%	100% MIN	104,7%	108,4%	101,8%	106,4%	100,8%	106,4%	103,6%	106,6%	117,4% MAX
OPEL Vectra	111,2%	119,5% MAX	100% MIN	108,0%	102,8%	112,2%	111,2%	105,2%	112,7%	103,3%	116,2%	114,1%
PEUGEOT 406	110,0%	113,6%	108,0%	121,2%	108,2%	116,1%	110,0%	100% MIN	117,4%	101,7%	107,2%	126,7% MAX
RENAULT Laguna	119,2%	118,4%	121,7%	121,6%	119,8%	119,3%	119,2%	110,1%	122,3%	100% MIN	122,9%	132,2% MAX
ROVER 414	104,2%	XXX	102,0%	108,5%	100% MIN	100,9%	104,2%	XXX	106,2%	101,1%	XXX	124,9% MAX
ROVER 620	106,1%	101,3%	105,8%	112,1%	108,9%	107,7%	106,1%	100% MIN	105,8%	102,0%	XXX	117,2% MAX
VOLVO S40	113,8%	115,5%	105,2%	116,6%	105,2%	115,8%	114,1%	100% MIN	120,1%	121,6% MAX	111,9%	120,5%



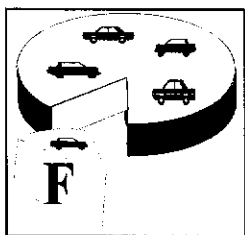
SEGMENT D – COCHES GRANDES / STORE BILER / OBER MITTELKLASSE / μεγάλα αυτοκίνητα / LARGE CARS / SUURET AUTOT / FAMILIALES / MEDIE / GROTE AUTO'S / CARROS GRANDES / STÖRRE MELLANKLASS

SEGMENT D	B	D	E	F	IRL	I	L	NL	A	P	S	UK
VW Passat	108,0%	125,3%	104,3%	108,6%	108,3%	111,1%	109,1%	100% MIN	109,7%	107,5%	110,4%	126,9% MAX
HONDA Accord	110,3%	119,1%	107,3%	102,3%	116,6%	111,6%	110,3%	100% MIN	103,4%	108,2%	109,5%	131,7% MAX
MAZDA 626	100% MIN	113,6%	XXX	112,2%	114,2%	XXX	100,3%	102,0%	101,7%	XXX	107,7%	123,9% MAX
MITSUBISHI Carisma	100% MIN	114,9%	XXX	XXX	104,1%	106,6%	100,5%	102,0%	114,2%	101,5%	101,6%	117,0% MAX
NISSAN Primera	100% MIN	115,0%	104,3%	108,6%	115,1%	110,0%	100% MIN	102,7%	109,7%	112,1%	112,5%	140,3% MAX
SUBARU Legacy	116,4%	127,3%	XXX	117,3%	130,2%	134,0%	115,5%	106,3%	135,4%	100% MIN	113,3%	150,9% MAX
SUZUKI Baleno	111,7%	123,1%	106,3%	109,5%	117,4%	103,5%	112,3%	100% MIN	112,8%	111,3%	111,9%	129,7% MAX
TOYOTA Carina	104,5%	111,2%	100% MIN	114,4%	110,2%	107,4%	104,5%	100,9%	109,9%	119,3% MAX	105,4%	117,8%



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

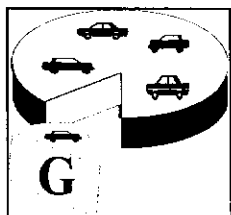
SEGMENT E	B	D	E	F	IRL	I	L	NL	A	P	S	UK
ALFA 164	126,6%	132,0%	115,3%	135,5% MAX	103,4%	115,4%	126,6%	100% MIN	131,4%	117,5%	107,5%	126,6%
AUDI A6	108,8%	111,3%	101,4%	116,6%	XXX	112,9%	100% MIN	102,8%	113,5%	XXX	XXX	116,6% MAX
BMW 520i	109,3%	108,9%	105,7%	111,2%	105,2%	109,4%	108,2%	103,4%	111,4%	115,2%	100% MIN	121,6% MAX
FORD Scorpio	104,9%	108,4%	126,1%	117,5%	112,2%	119,0%	104,9%	107,1%	121,4%	100% MIN	103,5%	131,0% MAX
LANCIA K	111,6%	115,3%	111,4%	116,5%	XXX	122,0% MAX	111,6%	100% MIN	117,2%	109,0%	XXX	XXX
MERCEDES 200	112,2%	110,8%	115,1%	112,2%	110,6%	116,7%	112,2%	100% MIN	111,2%	120,0%	104,9%	120,9% MAX
OPEL Omega	113,2%	118,6%	108,0%	116,1%	102,9%	101,6%	113,2%	100% MIN	119,6%	114,5%	108,1%	125,4% MAX
RENAULT Safrane	110,6%	121,2%	107,1%	119,3%	114,5%	125,9%	110,6%	100% MIN	128,5% MAX	121,1%	XXX	123,3%
VOLVO S70	111,0%	111,9%	109,4%	109,2%	108,1%	110,2%	111,1%	101,1%	113,8% MAX	110,9%	100% MIN	112,6%



**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
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AUDI A8	100% MIN	104,2%	104,8%	109,4%	111,9%	114,8% MAX	100,9%	109,7%	106,5%	105,2%	110,0%	106,1%
BMW 730i	100,9%	101,9%	100,8%	103,8%	102,6%	106,6%	100,2%	100% MIN	104,2%	112,4% MAX	XXX	103,4%
MERCEDES 320	104,4%	100% MIN	108,0%	111,5%	107,1%	109,7%	100,1%	107,5%	104,5%	112,1%	110,3%	115,9% MAX



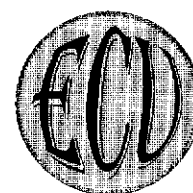
SEGMENT G -- TODO-TERRENOS, MONOVOLUMENES Y COCHES DEPORTIVOS / MULTIFUNKTIONER OG SPORTSFORMÅL / MEHRZWECK, SPORTWAGEN / πολλαπλής ωφελείας και αθλητικής χρησιμότητας / MULTI PURPOSE AND SPORTS UTILITY / MONIKÄYTTÖ-JA URHEILUAUTOT / TOUT TERRAIN, MONOVOLUMES ET SPORTIVES / MONOVOLUME FUORISTRADA E MACHCHINE 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
CITROEN Evasion	105,0%	111,5%	107,3%	120,5% MAX	116,0%	109,3%	105,0%	100% MIN	111,7%	XXX	113,2%	115,9%
LAND ROVER Discovery	114,7%	110,1%	104,6%	119,4%	121,0%	105,4%	114,7%	104,4%	113,5%	100% MIN	XXX	139,3% MAX
PEUGEOT 806	100,4%	105,2%	109,5%	117,0%	125,5% MAX	117,9%	100,4%	100% MIN	109,5%	117,1%	114,6%	121,6%
RENAULT Espace	102,7%	106,4%	XXX	113,6% MAX	XXX	107,7%	102,7%	102,3%	100% MIN	XXX	XXX	XXX
RANGE ROVER V8i	101,4%	109,8%	100% MIN	102,2%	104,4%	104,9%	101,4%	105,9%	109,8%	102,9%	103,5%	121,1% MAX
ROVER MGF	106,8%	101,7%	105,1%	104,7%	105,5%	107,2%	106,8%	109,2%	102,7%	100% MIN	XXX	123,6% MAX

III

ECU*
2/05/1997

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)	Østrigske schilling Chelín austriaco Αυστριακό σελίνι Xelim austríaco	Österreichischer Schilling Itävallan shillinki Scellino austriaco Österrikiska schilling	Austrian schilling Schilling autrichien Oostenrijkse schilling
			13,7742
BEF (BFR)	Belgiske francs Franco belga Φράγκο Βελγίου Franco belga	Belgischer Franc Belgian frangi Franco belga Belgiska franc	Belgian franc Franc belge Belgische frank
			40,3834
DEM (DM)	Tyske mark Marco alemán Γερμανικό μάρκο Marco alemão	Deutsche Mark Saksan markka Marco tedesco Tyska mark	German mark Mark allemand Duitse mark
			1,95700
DKK (DKR)	Danske kroner Corona danesa Δανική κορόνα Coroa dinamarquesa	Dänische Krone Tanskan kruunu Corona danese Danska kronor	Danish krone Couronne danoise Deense kroon
			7,45011
ESP (PTA)	Spanske pesetas Peseta española Ισπανική πεσέτα Peseta espanhola	Spanische Peseta Espanjan peseta Peseta spagnola Spanska pesetas	Spanish peseta Peseta espagnole Spaanse peseta
			165,086
FIM (FMK)	Finske mark Marco finlandés Φινλανδικό μάρκο Marca finlandesa	Finnmark Suomen markka Markka finlandese Finska mark	Finnish markka Mark finlandais Finse mark
			5,90129
FRF (FF)	Franske francs Franco francés Γαλλικό φράγκο Franco français	Französischer Franc Ranskan frangi Franco francese Franska franc	French franc Franc français Franse frank
			6,59857
GBP (UKL)	Pund sterling Libra esterlina Λίρα στερλίνα Libra esterlina	Pfund Sterling Sterling punta Sterlina inglesa Pund sterling	Pound sterling Livre sterling Pond sterling
			0,703491

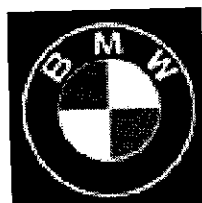
GRD (DR)	Græske drakmer Dracma griega Δραχμή Dracma grega	Griechische Drachme Kreikan drakma Dracma greca Grekiska drakmer	Greek drachma Drachme grecque Griekse drachme 311,353
IEP (IRL)	Irske pund Libra irlandesa Ιρλανδική λίρα Libra irlandesa	Irishes Pfund Irlannin punta Sterlina irlandese Irländska pund	Irish pound Livre irlandaise Iers pond 0,758542
ITL (LIT)	Italienske lire Lira italiana Ιταλική λίρα Lira italiana	Italienische Lira Italian liira Lira italiana Italienska lire	Italian lira Lire italienne Italiaanse lire 1938,87
LUF (LFR)	Luxembourgske francs Franco luxemburgués Φράγκο Λουξεμβούργου Franco luxemburgués	Luxemburgischer Franc Luxemburgin frangi Franco lussemburghese Luxemburgska franc	Luxembourg franc Franc luxembourgeois Luxemburgse frank 40,3834
NLG (HFL)	Nederlandske gylde Florin neerlandés Ολλανδικό φιορίνι Florim neerlandés	Holländischer Gulden Alankomaiden guldeni Fiorino olandese Nederländska gulden	Netherlands guilder Florin néerlandais Nederlandse gulden 2,20149
PTE (ESC)	Portugisíske escudos Escudo português Πορτογαλικό εσκούδο Escudo português	Portugiesischer Escudo Portugalin escudo Scudo portoghese Portugisiska escudos	Portuguese escudo Escudo português Portugese escudo 196,369
SEK (SKR)	Svenske kronor Corona sueca Σουηδική κορόνα Coroa sueca	Schwedische Krone Ruotsin kruunu Corona svedese Svenska kronor	Swedish crown Couronne suédoise Zweedse kroon 8,88656

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



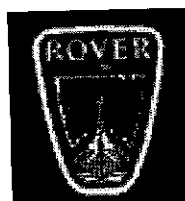
B M W GROUP



BMW



LAND ROVER



ROVER

B M W GROUP

LAND ROVER



00029

Manufacturer: BMW AG

Date: May 2nd, 1997

	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	
316i 4dr 1596 cm3																		
Retail Price	805,398	665,618		38,600	33,565		3,343	2,718		132,940	110,232		21,335	13,869		36,921	31,026	
Price Index	110.7	107.0		109.5	111.4		112.5	106.9		111.9	108.5		156.2	118.7		105.7	103.9	
Major Options																		
- air conditioning	83,006	68,600		3,300	2,870		231	188		15,780	13,085		2,100	1,365		S	S	
- automatic gearbox	72,358	59,800		3,150	2,739		267	217		8,000	6,633		1,600	1,040		3,210	2,697	
- 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	21,723	17,953		1,000	870		90	73		3,538	2,933		-	-		1,026	862	
Other Information																		
- warranty condition	1 year	yes		1 year	yes		1 year	yes		1 year	yes		1 year	yes		1 year	yes	
- free roadside assistance	yes	yes		yes	no		yes	yes		yes	yes		yes	no		yes	yes	
- delivery costs included	yes	yes		no			yes	yes		yes	yes		no			yes	yes	

- Prices are based on recommended retail prices adjusted for equipment differences effective on May 2nd
Final prices are set by dealers
- Major options: S (standard), Option price, NA (not available)

0003

Manufacturer: BMW AG

Date: May 2nd, 1997

	L		NL		A		P		S		UK	
	Bfirs		Hfi		Ös		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
316i 4dr 1596 cm3												
Retail Price	727,227	632,372	51,558	33,907	315,190	240,971	4,903	3,297	182,954	144,948	15,879	13,514
Price Index	100.0	101.7	130.1	100.0	127.1	113.6	138.7	109.0	114.3	105.9	125.3	124.7
Major Options												
- air conditioning	S	S	5,975	3,672	27,337	20,900	S	S	21,304	17,043	500	426
- 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	20,646	17,953	1,592	979	8,009	6,123	102	87	4,938	3,951	-	-
Other Information												
- warranty condition	1 year	1 year	1 year	1 year	1 year	1 year	3 years	3 years	3 years	3 years	1 year	1 year
- 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	yes	yes

- Prices are based on recommended retail prices adjusted for equipment differences effective on May 2nd

Final prices are set by dealers

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

00032

Manufacturer: BMW AG

Date: May 2nd, 1997

	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
520i 4dr 1991 cm3												
Retail Price	1,214,075	1,003,367	55,750	48,478	5,077	3,967	201,270	166,891	27,923	18,152	57,383	48,221
Price Index	106.3	109.3	100.7	108.9	108.7	105.7	107.8	111.2	130.1	105.2	104.6	109.4
Major Options												
- air conditioning	93,049	76,900	3,700	3,217	S	S	13,190	10,937	2,350	1,528	S	S
- automatic gearbox	91,718	75,800	3,900	3,391	376	294	12,500	10,365	2,000	1,300	4,510	3,790
- 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	21,723	17,953	1,000	870	94	73	3,538	2,933	-	-	1,026	862
Other Information												
- warranty condition	1 year	yes	1 year	yes	1 year	yes	1 year	yes	1 year	yes	1 year	yes
- free roadside assistance	yes	yes	yes	no	yes	yes	yes	yes	yes	no	yes	yes
- delivery costs included	yes	yes	no	no	yes	yes	yes	yes	no	no	yes	yes

000333

- Prices are based on recommended retail prices adjusted for equipment differences effective on May 2nd
 Final prices are set by dealers
 - Major options: S (standard), Option price, NA (not available)

Manufacturer: BMW AG

Date: May 2nd, 1997

	L		NL		A		P		S		UK	
	Bfrs		Hfl		ÖS		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	1,142,368	993,364	80,594	51,753	469,135	349,059	7,748	5,142	254,374	202,084	22,852	19,448
Price Index	100.0	108.2	129.4	103.4	120.4	111.4	139.5	115.1	101.2	100.0	114.8	121.6
Major Options												
- air conditioning	80,800	70,261	6,950	4,272	33,600	25,000	S	S	23,885	19,108	1,825	1,553
- automatic gearbox	75,000	65,217	5,950	3,657	36,000	26,316	NA	NA	20,000	16,000	1,220	1,038
- 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	20,646	17,953	1,592	979	8,230	6,123	102	87	4,938	3,951	-	-
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	no	no	yes	yes	yes	yes	yes	yes	yes	yes
- delivery costs included	yes	yes										

00034

- Prices are based on recommended retail prices adjusted for equipment differences effective on May 2nd
 Final prices are set by dealers
 - Major options: S (standard), Option price, NA (not available)

Manufacturer: BMW AG

Date: May 2nd, 1997

735i 4dr 3498 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	2,074,255	1,714,260	96,500	83,913	8,961	7,001	347,363	288,029	54,182	32,729	103,482	86,960
Price Index	106.0	100.9	101.7	101.9	112.0	100.8	108.6	103.8	158.9	110.6	110.1	106.6
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	457	357	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
	S	S	S	S	S	S	S	S	S	S	S	S
Right-hand Drive	32,559	26,909	1,500	1,304	141	110	5,303	4,397	-	-	1,537	1,292
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 yes		1 year yes no		1 years yes yes	

- Prices are based on recommended retail prices adjusted for equipment differences effective on May 2nd
Final prices are set by dealers
- Major options: S (standard), Option price, NA (not available)

Manufacturer: BMW AG

Date: May 2nd, 1997

735i 4dr 3498 cm3	L		NL		A		P		S		UK	
	Bfrs		Hfi		Ös		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	1,957,460	1,702,139	147,056	92,603	840,224	603,609	16,032	9,287			35,940	30,587
Price Index	100.0	100.2	137.8	100.0	125.8	104.2	168.4	112.4			105.4	103.4
Major Options - air conditioning - automatic gearbox - power steering - ABS - airbag	S	S	S	S	24,360	17,500	S	S			S	S
	90,000	78,261	S	S	36,000	25,862	NA	NA			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	30,945	26,909	2,387	1,467	12,776	9,178	153	131			-	-
Other Information - warranty condition - free roadside assistance - delivery costs included	1 year yes yes		1 year yes no		1 year yes yes		3 years yes yes				1 year yes yes	

- Prices are based on recommended retail prices adjusted for equipment differences effective on May 2nd

Final prices are set by dealers

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

00036

B M W GROUP

LAND ROVER



00037

Manufacturer : Rover Cars		Belgium		Germany		Spain		France		Ire		Italy	
Discovery : 5 Door TDi													
Currency		Bfr		Dmks		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
		1,107,365	915,178	48,952	42,567	4,365,125	3,410,254	187,728	155,662	29,135	18,127	48,065,106	40,390,845
Pricing index (excluding taxation)													
Pricing index (including taxation)		109.2	114.7	99.6	110.1	105.3	104.6	113.3	119.4	153.0	121.0	98.9	105.6
Major options :													
• air conditioning		71,100	58,760	3,250	2,826	Std	Std	10,500	9,696	1,870	1,163	Std	Std
• automatic gearbox		80,000	66,116	3,700	3,217	294,000	235,200	13,200	11,130	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	141,000	112,800	3,500	4,637	765	476	n/a	n/a
• anti-lock brakes		60,000	49,587	Std	Std	244,500	179,016	8,200	8,390	1,395	868	3,203,000	2,691,597
Right-hand drive supplement		17,365	14,351	800	695	75,093	58,667	2,828	2,345	326	270	818,662	687,951
Other information :													
• warranty conditions		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	no	no	yes	yes	yes	yes	no	no	no	no

* Prices are based on recommended retail prices, adjusted for equipment differences, effective on 1st May 1997. 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.

0003

Manufacturer : Land Rover		Luxembourg		Netherlands		Austria		Portugal		Sweden		United Kingdom	
Discovery : 5 Door TDi		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		1,052,454	915,178	78,002	45,400	422,451	308,920	4,930,440	3,879,607	N/A	N/A	22,750	19,362
Pricing index (excluding taxation)		103.8	114.7	141.1	104.4	122.2	113.5	100.0	100.0	N/A	N/A	128.8	139.3
Pricing index (including taxation)													
Major options :													
• air conditioning		37,855	32,917	5,590	3,380	28,000	20,833	Std	Std	n/a	n/a	1,374	1,169
• automatic gearbox		62,033	53,942	5,840	2,827	n/a	n/a	353,500	317,094	n/a	n/a	1,500	1,277
• power assisted steering		Std	Std	Std	Std	Std	Std	Std	Std	n/a	n/a	Std	Std
• driver's side airbag		28,154	24,481	2,385	1,444	Std	Std	150,000	128,205	n/a	n/a	570	485
• anti-lock brakes		73,628	64,024	4,055	2,455	25,700	19,122	260,000	222,222	n/a	n/a	995	847
Right-hand drive supplement		16,504	14,351	1,344	782	6,694	4,895	88,685	69,784	N/A	N/A	294	250
Other information :													
• warranty conditions	no. of years	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 May 1997. 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												
Range Rover : V8i SE 4 Door		Belgium		Germany		Spain		France		Eire		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	Excl tax
Recommended Retail Price		1,987,721	1,642,744	99,108	86,181	8,476,610	6,622,352	326,367	270,619	55,351	31,780	97,104,972
Pricing index (excluding taxation)												
Pricing index (including taxation)		95.9	101.4	98.6	109.8	100.0	100.0	96.3	102.2	142.1	104.4	105.1
Major options :												
* air conditioning		Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std
* automatic gearbox		97,500	80,579	4,030	3,504	342,000	267,188	13,200	10,540	1,990	1,202	0
* power assisted steering		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
* anti-lock brakes		Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std
Right-hand drive supplement		17,365	14,351	800	695	75,093	58,667	2,828	2,345	469	270	818,662
Other information :												
* warranty conditions	no. 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 charges include	yes/no	no		no	no	yes	yes	yes	yes	no	no	no

* Prices are based on recommended retail prices, adjusted for equipment differences, effective on 1st May 1997. Final prices are set by dealers.

00004

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													
Range Rover : V8i SE 4 Door		Luxembourg			Netherlands			Austria			Portugal		
Currency		LFr		Excl tax	DGldrs		Excl tax	Sch		Excl tax	Esc		Excl tax
		Incl tax	Incl tax		Incl tax	Incl tax		Incl tax	Incl tax		Incl tax	Incl tax	
Recommended Retail Price		1,889,156	1,642,744		154,035	93,498		841,225	606,573		10,437,395	8,106,938	
Pricing index (excluding taxation)		91.1	101.4		136.3	105.9		118.9	109.8		103.5	102.9	
Pricing index (including taxation)													
Major options :													
* air conditioning		Std	Std		Std	Std		Std	Std		Std	Std	Std
* automatic gearbox		86,039	76,141		5,700	3,380		41,000	29,564		389,500	315,384	
* power assisted steering		Std	Std		Std	Std		Std	Std		Std	Std	Std
* driver's side airbag		Std	Std		Std	Std		Std	Std		Std	Std	Std
* anti-lock brakes		Std	Std		Std	Std		Std	Std		Std	Std	Std
Right-hand drive supplement		16,504	14,351		1,289	782		6,789	4,895		89,844	69,784	
Other information :													
* warranty conditions	no. of years	1			1			1			1		1
* free roadside assistance	yes/no	yes			yes			yes			yes		yes
* delivery charges include	yes/no	no			no			no			no		no

* Prices are based on recommended retail prices, adjusted for equipment differences, effective on 1st May 1997. Final prices are set by dealers.

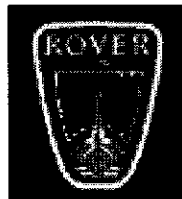
Description : general variant description shows European detail (including the number of doors). Where different, the U.K. description is shown in brackets.

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

0004

B M W GROUP

ROVER



00043

Manufacturer : Rover Cars		Belgium		Germany		Spain		France		Eire		Italy	
MGF 1.8 Core	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		883,330	730,025	38,742	33,689	3,760,724	2,938,065	141,036	116,945	20,834	13,543	41,881,437	35,194,485
Pricing index (excluding taxation)		82.8	106.8	75.0	101.7	86.2	105.1	80.9	104.7	104.0	105.5	81.9	107.4
Pricing index (including taxation)													
Major options :													
* air conditioning		61,000	50,413	2,500	2,174	177,000	138,281	10,800	8,926	n/a	n/a	3,075,000	2,584,034
* anti-lock brakes		46,000	38,017	Std	Std	214,500	167,578	9,250	7,645	950	618	2,255,000	1,894,958
* power assisted steering		Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std
* Passenger airbag		20,500	16,942	650	565	77,000	60,156	2,575	2,128	395	257	974,000	818,487
* Hard top		56,000	46,281	2,500	2,174	n/a	n/a	n/a	n/a	1,275	829	1,700,000	1,428,571
Right-hand drive supplement		17,365	14,351	800	695	75,093	58,667	2,828	2,345	N/A	N/A	818,662	687,951
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 May 1997. 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		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		839,529	730,025	62,769	40,695	313,178	239,432	5,186,692	3,323,948	N/A	N/A	17,295	14,719
Pricing index (excluding taxation)		78.7	106.8	107.9	109.2	86.1	102.7	100.0	100.0	N/A	N/A	93.1	123.6
Major options :													
* air conditioning		57,975	50,413	5,000	3,073	20,900	15,979	Std	Std	-	-	1,200	1,021
* anti-lock brakes		43,719	38,017	3,500	2,151	Std	Std	241,100	206,068	-	-	670	570
* power assisted steering		Std	Std	Std	Std	Std	Std	Std	Std	-	-	565	481
* Passenger airbag		19,483	16,942	1,250	768	6,200	4,740	91,000	77,778	-	-	355	302
* Hard top		53,223	46,281	n/a	n/a	21,300	16,284	268,000	229,060	-	-	1,095	932
Right-hand drive supplement		16,504	14,351	1,273	782	5,874	4,895	81,647	69,784	N/A	N/A	N/A	N/A
Other information :													
* warranty conditions	no of years	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	n/a	n/a	yes	yes
* delivery charges include	yes/no	yes		no	no	yes	yes	no	no	n/a	n/a	yes	yes

* Prices are based on recommended retail prices, adjusted for equipment differences, effective on 1st May 1997. 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		Eire		Italy	
Rover 200 : 214 Si 5 Door													
Currency		BFR		Dmks		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
		558,409	461,495	28,572	24,846	2,334,054	1,897,605	94,970	78,748	13,928	9,107	27,565,563	23,164,339
Pricing index (excluding taxation)		83.8	104.5	88.5	116.1	85.7	105.2	87.2	109.2	111.3	109.8	86.3	109.5
Pricing index (including taxation)													
Major options :													
* air conditioning	no. of years	62,000	51,240	2,250	1,957	180,000	146,341	8,500	7,025	1,020	667	2,500,000	2,100,840
* automatic gearbox	yes/no	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	yes/no	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std
* Passenger airbag	yes/no	20,500	16,942	Std	Std	73,000	59,350	2,300	1,901	360	235	550,000	462,185
* anti-lock brakes	yes/no	45,500	37,603	Std	Std	188,000	152,846	7,200	5,950	980	641	2,000,000	1,680,672
Right-hand drive supplement		17,365	14,351	800	695	72,160	58,667	2,828	2,345	N/A	N/A	818,662	687,951
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 May 1997. 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 Si 5 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		530,719	461,495	36,328	24,625	195,142	150,572	3,505,984	2,401,630	126,258	99,656	12,495	10,634
Pricing index (excluding taxation)		79.6	104.5	100.0	102.3	85.9	100.0	108.2	111.9	86.1	102.6	107.6	138.3
Pricing index (including taxation)													
Major options :													
* air conditioning		58,926	51,240	n/a	n/a	n/a	n/a	227,300	194,274	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		19,483	16,942	900	553	Std	Std	60,900	52,051	4,100	3,280	345	294
* anti-lock brakes		43,244	37,603	2,995	1,841	14,400	11,111	177,600	151,795	7,715	6,172	495	421
Right-hand drive supplement		16,504	14,351	1,273	782	5,874	4,895	101,873	69,784	3,947	3,158	N/A	N/A
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		yes	

* Prices are based on recommended retail prices, adjusted for equipment differences, effective on 1st May 1997. 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		Eire		Italy	
Rover 400 : 414 i 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		633,620	523,653	N/A	N/A	2,576,266	2,094,525	107,448	89,094	14,433	9,438	28,977,310	24,350,681
Pricing index (excluding taxation)		82.5	104.2	N/A	N/A	82.0	102.0	85.6	108.5	100.0	100.0	78.7	101.1
Pricing index (including taxation)													
Major options :													
* air conditioning	no of years	61,200	50,579	n/a	n/a	181,000	147,154	9,500	7,851	1,020	667	2,819,000	2,368,908
* automatic gearbox	yes/no	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	yes/no	20,400	16,860	n/a	n/a	74,500	60,569	2,300	1,901	360	235	666,000	559,664
* anti-lock brakes	yes/no	46,000	38,017	n/a	n/a	207,000	168,293	8,600	7,107	980	641	2,255,000	1,894,958
Right-hand drive supplement		17,365	14,351	N/A	N/A	72,160	58,667	2,828	2,345	N/A	N/A	818,662	687,951
Other information :													
* warranty conditions	no of years	1		n/a	n/a	1		1		1		1	
* free roadside assistance	yes/no	yes		n/a	n/a	yes		yes		yes		yes	
* delivery charges include	yes/no	yes		n/a	n/a	yes		no		no		no	

* Prices are based on recommended retail prices, adjusted for equipment differences, effective on 1st May 1997. 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 400 : 414 i5 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		602,200	523,653	N/A	N/A	235,775	181,925	3,676,974	2,470,982	N/A	N/A	12,850	10,936
Pricing index (excluding taxation)		78.4	104.2	N/A	N/A	90.0	106.2	98.4	101.1	N/A	N/A	96.0	124.9
Pricing index (including taxation)													
Major options :													
* air conditioning	no. of years	58,165	50,579	n/a	n/a	21,300	15,848	250,000	213,675	n/a	n/a	990	843
* automatic gearbox	yes/no	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	yes/no	19,388	16,860	n/a	n/a	Std	0	80,000	68,376	n/a	n/a	345	294
* anti-lock brakes	yes/no	43,719	38,017	n/a	n/a	14,400	10,714	220,000	188,034	n/a	n/a	495	421
Right-hand drive supplement		16,504	14,351	N/A	N/A	5,874	4,895	103,843	69,784	N/A	N/A	N/A	N/A
Other information :													
* warranty conditions	no. of years	1		n/a		1		1		n/a		1	
* free roadside assistance	yes/no	yes		n/a		yes		yes		n/a		yes	
* delivery charges include	yes/no	yes		n/a		yes		no		n/a		yes	

* Prices are based on recommended retail prices, adjusted for equipment differences, effective on 1st May 1997. 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		Eire		Italy	
Rover 600 : 620 SDi (SLDi) 4 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		1,017,256	840,707	44,692	38,863	4,213,368	3,425,503	174,954	145,070	24,783	16,205	48,717,070	40,938,715
Pricing index (excluding taxation)													
Pricing index (including taxation)		87.5	106.1	79.3	101.3	88.7	105.8	92.1	112.1	113.5	108.9	87.4	107.8
Major options :													
* air conditioning		71,500	59,091	Std	Std	Std	Std	Std	Std	1,575	1,030	Std	Std
* 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		26,000	21,488	Std	Std	110,000	89,431	4,700	3,884	Std	Std	1,344,000	1,129,412
* anti-lock brakes		Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	n/a	n/a
Right-hand drive supplement		17,365	14,351	800	695	72,160	58,667	2,828	2,345	N/A	N/A	818,662	687,951
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 May 1997. 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.

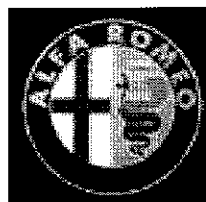
Rover 600 :		Luxembourg			Netherlands			Austria			Portugal			Sweden			United Kingdom		
620 SDi (SLDi) 4 Door		LFr			DGldrs			Sch			Esc			SKr			£		
Currency		Incl tax	Excl tax		Incl tax	Excl tax		Incl tax	Excl tax		Incl tax	Excl tax		Incl tax	Excl tax		Incl tax	Excl tax	
Recommended Retail Price		966,813	840,707		68,669	43,178		362,712	285,781		6,328,865	3,926,319		N/A	N/A		18,995	16,166	
Pricing index (excluding taxation)		83.2	106.1		108.4	100.0		91.5	105.8		112.0	101.9		N/A	N/A		93.8	117.2	
Major options :																			
* air conditioning		67,955	59,091		n/a	n/a		25,700	20,249		std	std		n/a	n/a		Std	Std	
* 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		24,711	21,488		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		16,504	14,351		1,273	782		N/A	N/A		81,647	69,784		N/A	N/A		N/A	N/A	
Other information :																			
* warranty conditions	no. of years	1			1			1			1			n/a			1		
* free roadside assistance	yes/no	yes			yes			yes			yes			n/a			yes		
* delivery charges include	yes/no	yes			no			yes			no			n/a			yes		

* Prices are based on recommended retail prices, adjusted for equipment differences, effective on 1st May 1997. 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

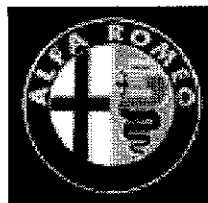


FIAT



LANCIA

00053



FIAT AUTO

ALFA ROMEO

00055

ALFA ROMEO

ALFA 145

Version: 1.4 IE

Body/doors: 3 HA

cc: 1.4

Transm.: 5M

Fuel: Lead Free

Country		B		D		E		F		IRL		I	
curr.		FB/10		DM		PES/10		FF		PUNT		Llie/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

Adjusted price

48200	39835	25200	21913	203800	162291	82500	64408	12300	7815	23487	19737
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INDEX(100= lowest price)

11542	9539	12578	11197	12052	9593	12614	9848	14852	9437	12114	10180
103.3		121.2		103.9		106.6		102.2		110.2	

Major options

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

5450	4504	2250	1957	17798	14450	7200	5621	NA		2120	1782
NA		NA		NA		NA		NA		NA	
S		S		S		S		S		S	
4460	3686	S		14798	12014	7300	5699	990	629	1890	1588
820	678	S		S		S		S		420	353

Right-hand drive

2892	2390	NA(**)		NA(**)		NA(**)		S		NA(**)	
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Other information

- warranty conditions
- free roadside assistance
- delivery costs included

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

-Prices are based on recommended retail prices, adjusted for equipment differences(reference country is Italy). Effective on 2 May 1997. 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)

00057

ALFA ROMEO

ALFA 145

Version: 1.4 IE

Body/doors: 3 HA

CC: 1.4

Transm.: 5M

Fuel: Lead Free

Country		NL		OE		P		SW		UK	
Curr.		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

Adjusted price	45810	39835	29600	20382	203000	153788	302097	202570		13250	11277
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INDEX (100= lowest price)	10970	9539	13413	9236	13863	10502	14480	9710		14748	12552
	103.3		100.0		113.7		105.1			135.9	

Major options

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

5180	4504	3150	2169	19500	14773	S				NA	
NA		NA		NA		NA				NA	
S		S		S		S				S	
4239	3686	3550	2444	S		NA				793	675
779	678	S		S		S				S	

Right-hand drive

2749	2390	NA(**)		NA(**)		NA(**)				S	
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Other information

- warranty conditions
- free roadside assistance
- delivery costs included

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

ALFA ROMEO

ALFA155

Version: 2.0 TS

Body/doors: 4 SALOON

cc: 1995

Transm.: 5M

Fuel: Lead Free

B		D		E		F		IRL		I	
Country											
Curr.		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

79370	65595	40300	35043	333950	257738	134249	111327	17475	11096	36342	30539
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19654	16243	20593	17907	20229	15612	20345	16871	23038	14628	18744	15751
111.0		122.4		106.7		115.3		100.0		107.7	

Major options

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

5600	4628	3150	2739	S		9250	7671	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		420	353

Right-hand drive

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

- warranty conditions
- free roadside assistance
- delivery costs included

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

-Prices are based on recommended retail prices, adjusted for equipment differences(reference country is Italy). Effective on 2 May 1997. 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	curr.	75435	65595	51820	34130	343100	257583	499266	294144	176300	130883	16610	14137
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ECU		18680	16243	23539	15503	23321	17508	25425	14979	19839	14728	23611	20095
INDEX (100= lowest price)		111.0		106.0		119.7		102.4		100.7		137.4	

Major options

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

5322	4628	3500	2305	27000	20270	S	15600	11581	1055	898
NA		NA		NA	NA		NA		NA	
S		S		S		S	S		S	
S		4050	2667	S		S	S		S	
S		S		S		S	S		S	

Right-hand drive

4625	4022	NA(**)	NA(**)	NA(**)	NA(**)	NA(**)	S
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Other information

- warranty conditions
- free roadside assistance
- delivery costs included

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

ALFA164

Fuel: Lead Free

[illegible]

Adjusted price

100770	83281	48400	42087	401100	310199	175600	145606	20120	12775	43387	36460
Curr.											

ECU
INDEX(100= lowest price)

Major options

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

8 160	6744	2100	1826	S	11950	9909	NA	4260	3580
NA		NA		NA	NA		NA	NA	
\$		\$		\$	\$		\$	\$	
\$		\$		\$	\$		\$	\$	
\$		\$		\$	\$		\$	\$	

Right-hand drive

6090	5033	NA(**)	NA(**)	NA(**)	S	NA(**)
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Other information

- warranty conditions
- free roadside assistance
- delivery costs included

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

*Prices are based on recommended retail prices, adjusted for equipment differences(reference country is Italy). Effective on 2 May 1997. 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

ALFA164

Version: 2.0 TS SUPER 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.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.
Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax

95773	83281	55040	35866	399900	294912	626637	375815	197820	155602	17047	14508
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Curr.

23716	20623	25001	16291	29033	21410	31911	19138	22261	17510	24232	20623
126.6		100.0		131.4		117.5		107.5		126.6	

ECU
INDEX(100= lowest price)

Major options

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

7755	6744	S		30500	22493	S		16900	13293	1462	1244
NA		NA		NA		NA		NA		NA	
S		S		S		S		S		S	
S		S		S		S		S		S	
S		S		S		S		S		S	

5788	5033	NA(**)	NA(**)	NA(**)	NA(**)	NA(**)	S
------	------	--------	--------	--------	--------	--------	---

Right-hand drive

Other information

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

- warranty conditions
- free roadside assistance
- delivery costs included



FIAT AUTO

FIAT

00063

FIAT

CINQUECENTO

Version: 900 IE

Body/doors: 3HA

cc: 899

Transm.: 5M

Fuel: Lead Free

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

26100	21570	14420	12539	108000	85581	43671	36211	6510	4133	11123
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Adjusted price

6463	5341	7368	6407	6542	5184	6618	5488	8582	5449	6827	5737
103.0		123.6		100.0		105.9		105.1		110.7	

INDEX(100= lowest price)

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	NA	NA
NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
8200	6777	NA	NA	5900	4763	2000	1658	NA	370	311

Right-hand drive

1566	1294	NA(**)	NA(**)	NA(**)	S	320	269
------	------	--------	--------	--------	---	-----	-----

Other information

- warranty conditions
- free roadside assistance
- delivery costs included

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

-Prices are based on recommended retail prices, adjusted for equipment differences(reference country is Italy). Effective on 2 May 1997. 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)

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

24806	21570	15335	11570	99000	77830	144125	107583	N	5663	4819
Curr.										

6142	5341	6966	5256	7187	5650	7339	5479		8050	6851
ECU										
price)										
103.0			101.4		109.0		105.7		132.2	

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	2613		199	169	

Right-hand drive

1488	1294	NA(**)		NA(**)		NA(**)			S
------	------	--------	--	--------	--	--------	--	--	---

Other information

- warranty conditions
- free roadside assistance
- delivery costs included

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

FIAT

PUNTO

Version: 55 S

Body/doors: 3 HATCHB

cc: 1108

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

34000	28099	18215	15839	143501	113868	51050	42330	8070	5124	16768	14091		
-------	-------	-------	-------	--------	--------	-------	-------	------	------	-------	-------	--	--

Adjusted price

8419	6958	9308	8094	8692	6897	7737	6415	10639	6755	8648	7268		
------	------	------	------	------	------	------	------	-------	------	------	------	--	--

INDEX(100= lowest price)

Major options

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

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		
4067	3361	1480	1287	15300	12417	7000	5804	NA	1910	1605	311		
820	678	S	6000	4870	2850	2363	300	190	370	311			

Right-hand drive

2040	1686	NA(**)	NA(**)	NA(**)	NA(**)	S	780	655
------	------	--------	--------	--------	--------	---	-----	-----

Other information

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

-Prices are based on recommended retail prices, adjusted for equipment differences(reference country is Italy). Effective on 2 May 1997. 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)

PUNTO

Fuel: Lead Free

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

Curr.	32314	28099	22070	15677	139360	108535	182614	127266	88580	68272	6751	5746
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ECU

INDEX(100= lowest price)

Major options

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

ECU	8002	6958	10025	7121	10117	7880	9300	6481	9968	7683	9596	8168
cs)	108.5	111.0	122.8	119.8	101.0	127.3						

4581	3983	NA		NA					
NA		NA		NA					
NA		NA		NA					
3865	3361	2695	1914	12000	9346	16500	11499	6900	5318
779	678	S		S		3500	2439	S	169

Right-hand drive

1939	1686	NA(**)	NA(**)	NA(**)	NA(**)	5
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Other information

- warranty conditions
- free roadside assistance
- delivery costs included

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

41750	34504	21450	18652	186466	147999	70500	58458	9880	6277	23515	19760
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10338	8544	10961	9531	11295	8965	10684	8859	13025	8275	12128	10192
103.3		115.2		108.3		107.1		100.0		123.2	

INDEX(100= lowest price)

Major options

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

5080	4198	2250	1957	22800	18503	7500	6219	NA		2120	1781
NA		NA		NA		NA		NA		NA	
S		S		6900	5600	S		S		830	697
4420	3653	1530	1330	22800	18503	6600	5473	S		1910	1605
S		S		4000	3246	S		S		420	353

Right-hand drive

2670	2207	NA(**)		NA(**)		NA(**)		S		780	655
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Other information

- warranty conditions
- free roadside assistance
- delivery costs included

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

-Prices are based on recommended retail prices, adjusted for equipment differences(reference country is Italy). Effective on 2 May 1997. 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

BRAVO

Version: 1.4 12V S

Body/doors: 3 HATCH

cc: 1370

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

39680	34504	26760	18483	170110	128871	261952	171451	116400	90445	9295	7910
Curr.											

9826	8544	12155	8395	12350	9356	13340	8731	10846	8428	13213	11245
ECU											
INDEX(100= lowest price)		103.3		101.5		113.1		105.5		101.8	

Major options

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

4828	4198	3150	2176	19000	14394	22530	14746	9900	7692	NA	NA
NA		NA		NA		NA		NA		NA	NA
S		S		S		S		S		S	
4201	3653	2995	2069	12000	9091	17200	11258	6900	5361	725	617
S		S		S		3500	2291	S		S	

Right-hand drive

2538	2207	NA(**)		NA(**)		NA(**)		S	
------	------	--------	--	--------	--	--------	--	---	--

Other information

- warranty conditions
- free roadside assistance
- delivery costs included

1		1		1		2		1		1	
years											
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

MAREA

Version: 1.6 ELX

Body/doors: 4 SALOON

cc: 1581

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

Adjusted price	63550	52520	31800	27652	257136	205465	101600	84246	14050	8921	31515	26483
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INDEX (100= lowest price)	15737	13005	16249	14130	15576	12446	15397	12767	19206	12194	16254	13659
	108.2		117.5		103.5		106.2		101.4		113.6	

Major options

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

5500	4545	2050	1783	S	S	S	NA	NA	S	
NA		NA		NA	NA	NA	NA	NA		
S		S		S	S	S	S	S		
4350	3595	S		16816	13655	6600	5473	NA	2140	1798
S		S		S	S	S	S	S	420	353

Right-hand drive

3558	2940	NA(**)		NA(**)		NA(**)		NA(**)		780	656
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Other information

warranty conditions	1	1	1	1	1	1	1	1	1	1	1	1
free roadside assistance	yes	no	no	yes	yes	no	no	no	no	no	no	no
delivery costs included	yes	no	no	no	no	yes	yes	yes	yes	yes	yes	yes

-Prices are based on recommended retail prices, adjusted for equipment differences(reference country is Italy). Effective on 2 May 1997. 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)

FIAT

MAREA

Version: 1.6 ELX

Body/doors: 4 SALOON

cc: 1581

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

60398	52520	39280	26467	247540	187530	375871	244566	136400	106445	11763	10011
curr.											

	14956	13005	17842	12022	17971	13615	19141	12454	16514	12888	18198	15487
ecu												
price)	108.2		100.0		113.2		103.6		107.2		128.8	

Major options

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

5227	4545	1500	1011	17500	13258	S		9900	7726	301	256
NA		NA		NA		NA		NA		NA	
S		S		S		S		S		S	
4134	3595	2995	2018	S		17200	10883	6900	5385	737	627
S		S		S		S		S		S	

Right-hand drive

3382	2940	NA(**)		NA(**)		NA(**)				S	
------	------	--------	--	--------	--	--------	--	--	--	---	--

Other information

- warranty conditions
- free roadside assistance
- delivery costs included

1	1	1	2	1	1	1	1	1	1	1	1
years											
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

00072



FIAT AUTO

LANCIA

00073

LANCIA

Y

Version: 1.2 LE

Body/doors: 3HA

cc: 1242

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

Adjusted price		Curr.		35800		29587		19200		16696		155900		124005		63500		52653		NA		18539		15579	
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INDEX(100= lowest price)		ECU		109.6		7326		9811		8531		9444		7512		9623		7979		119.4		9562		8035	
--------------------------	--	-----	--	-------	--	------	--	------	--	------	--	------	--	------	--	------	--	------	--	-------	--	------	--	------	--

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		NA		NA		NA		NA	
		S		870		757		6000		4879		S		S		800		672	
		4000		3306		1230		1070		15200		12360		7150		5929		1400	
		820		678		S		6000		4879		2850		2363		360		303	

Right-hand drive

		2208		1825		NA(**)		NA(**)		NA(**)		NA(**)	
--	--	------	--	------	--	--------	--	--------	--	--------	--	--------	--

Other information

		1		1		1		1		1	
warranty conditions		yes		no		yes		no		yes	
free roadside assistance		yes		no		yes		no		yes	
delivery costs included		yes		no		yes		no		yes	

-Prices are based on recommended retail prices, adjusted for equipment differences(reference country is Italy). Effective on 2 May 1997. 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

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		Curr.		34025		29587		24370		17098		133480		102994		196510		131207		NA		NA	
----------------	--	-------	--	-------	--	-------	--	-------	--	-------	--	--------	--	--------	--	--------	--	--------	--	----	--	----	--

ECU		8425		7326		11070		7767		9691		7477		10007		6682		100.0	
INDEX(100= lowest price)		109.6		116.2		111.9		100.0		100.0		100.0		100.0		100.0		100.0	

Major options

• Air conditioning	4562	3967	3150	2210	19500	15046	20000	13354
• Automatic gearbox	NA		NA		NA		NA	
• Power steering	S		1225	859	S		7700	5141
• ABS	3802	3306	2850	2000	12200	9414	16500	
• Air bag for driver	779	678	S		S		3500	

Right-hand drive		2098		1825		NA(**)		NA(**)		NA(**)	
------------------	--	------	--	------	--	--------	--	--------	--	--------	--

Other information

• warranty conditions	1	1	1	1	1	1	1	1
• free roadside assistance	yes	no	no	no	no	no	no	no
• delivery costs included	yes	no	no	no	no	no	no	no

LANCIA

DEDRA

Version: 1.8 IE LS country

Body/doors: 4 SALOON curr.

cc: 1756

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

72222	62802	47580	31646	271940	204160	436250	260041	NA	NA		
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curr.

17884	15551	21613	14375	19743	14822	22216	13242				
-------	-------	-------	-------	-------	-------	-------	-------	--	--	--	--

ecu

INDEX (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	13591				
S		S		S		S					

Right-hand drive

4015	3491	NA(**)		NA(**)		NA(**)					
------	------	--------	--	--------	--	--------	--	--	--	--	--

Other information

- warranty conditions years
- free roadside assistance yes/no
- delivery costs included yes/no

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

00078

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

Adjusted price	curr.	98290	81231	46760	40660	429440	331572	167150	138599	N	50735	42635
----------------	-------	-------	-------	-------	-------	--------	--------	--------	--------	---	-------	-------

INDEX(100= lowest price)	ECU	24339	20115	23894	20777	26013	20085	25331	21004		26167	21990
		111.6		115.3		111.4		116.5			122.0	

Major options

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

8160	6744	3300	2870	S		12400	10282		4000	3361
NA		NA		NA		NA			NA	
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(**)
------	------	--------	--------	--------	--------	--------

Other information

- warranty conditions
- free roadside assistance
- delivery costs included

1	1	1	1	1	1	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 2 May 1997. 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)

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.		93416	81231	60950	39680	401460	290913	611902	385952	N	N
-------	--	-------	-------	-------	-------	--------	--------	--------	--------	---	---

ecu		23132	20115	27686	18024	29146	21120	31161	19654		
INDEX(100= lowest price)		111.5		100.0		117.2		109.0			

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

Other information

- warranty conditions
- free roadside assistanc
- delivery costs included

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

FORD OF EUROPE



FORD

0007

FORD OF EUROPE



FORD

00083

FORD**FIESTA****1.25 Family 3dr****Recommended Retail****Price*****INDEX *******Major Option**

- Air Conditioning
- Automatic Transmission
- Power Steering
- ABS
- Airbag

Right-hand Drive

(Supplement)

Other Information

- Warranty Condition
- Free Roadside Assistance
- Delivery costs Included

	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
		351429	290438	19916	17318	1766421	1436118	65362	54197	9971	6520	19609888	16478897
		100	103	117	126	123	124	114	117	151	122	116	121
		20,000	16,529	n/a	n/a	152,000	123,578	7,700	6,385	450	294	1,280,000	1,075,630
		n/a	n/a	n/a	n/a	n/a	n/a	5,500	4,561	1,330	870	n/a	n/a
		Std	Std	Std	Std	Std	Std	Std	Std	350	Std	850,000	714,286
		20,000	16,529	3,600	3,130	154,000	125,204	6,700	5,556	750	490	1,280,000	1,075,630
		Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std	Std
		20645	17062	1152	1002	90504	73581	3051	2530	0	0	801536	673560
	No. of Years	One Yr		One Yr		One Yr		One Yr		One yr		One Yr	
	Yes/No	Yes		Yes		No		One Yr		Yes		No	
	Yes /No	Yes		yes		Yes		Yes		No		Yes	

- * 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

May 1, 1997

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		351429	290438	24577	17229	151724	117070	2040818	1377328	91297	72597	7762	6606
Recommended Retail Price* INDEX ***		100	103	128	112	127	121	119	100	118	116	127	134
Major Option - Air Conditioning - Automatic Transmission - Power Steering - ABS - Airbag		20,000 n/a Std 20,000 Std	16,529 n/a Std 16,529 Std	990 3,000 990 2,990 Std	694 2,103 694 2,096 Std	15,241 24,400 6,739 10,770 Std	11,760 18,827 5,200 8,310 Std	150,000 n/a 74,000 115,000 Std	128,205 n/a 63,248 98,291 Std	6,570 9,250 4,320 7,740 4,500 Std	6,570 9,250 Std 6,155 Std	495 1,375 415 570 Std	421 1,170 353 485 Std
Right-hand Drive (Supplement)		20645	17062	1433	1005	6135	4734	81951	70,044	6135	4878	0	0
Other Information - Warranty Condition - Free Roadside Assistance - Delivery costs Included	No. of Years Yes/No Yes/No	One Yr Yes Yes	On Yr No No	One yr No Yes	One Yr Yes No	One Yr No No	One Yr Yes No	One Yr Yes No	One Yr Yes No	One Yr No No	One Yr Yes No	One Yr Yes No	One Yr 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).

00086

FORD

May 1, 1997

MONDEO		I																							
1.8 CLX* 5 Door		B**				G				E				F				IRL				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	
		586135		484411		31151		27088		2457608		1920006		108615		90062		14466		9459		34267846		2879650	
		100		103		110		119		103		100		113		117		131		107		122		128	
Recommended Retail Price* INDEX ***																									
Major Option		52,000		42,975		1,900		1,652		155,000		121,094		Std		Std		750		490		Std		Std	
		45,000		37,190		2,430		2,113		170,000		132,813		9,200		7,629		1,360		889		2,500,000		2,100,84	
		Std		Std		Std		Std		Std		Std		Std		Std		Std		Std		Std		Std	
		Std		Std		Std		Std		Std		Std		Std		Std		Std		Std		Std		Std	
		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				One Yr		One Yr		One Yr		One Yr		One Yr		One Yr		One Yr		One Yr		One yr		On Yr			
- Free Roadside Assistance				Yes		Yes		Yes		No		No		One Yr		One Yr		Yes		Yes		o			
- Delivery costs Included				Yes		No		No		Yes		Yes		Yes		Yes		No		No		es			

FORD

May 1, 1997

MONDEO	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
1.8 CLX* 5 Door													
Recommended Retail Price*													
INDEX ***													
Major Option													
- Air Conditioning													
- Automatic Transmission													
- Power Steering													
- ABS													
- Airbag													
Right-hand Drive (Supplement)													
Other Information													
- Warranty Condition	No. of Years	One Yr		One Yr		One yr		One Yr		One Yr		One Yr	
- Free Roadside Assistance	Yes/No	Yes		No		No		Yes		No		Yes	
- Delivery costs Included	Yes/No	Yes		No		Yes		No		No		No	

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FORD

May 1, 1997

SCORPIO	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
2.3 Ghia 16v													
Recommended Retail Price*		804853	665171	38305	33308	4184381	3269048	146820	121741	20436	13363	43105536	36223140
INDEX ***		102	105	100	108	129	126	114	117	138	112	114	119
Major Option													
- Air Conditioning													
- Automatic Transmission													
- Power Steering													
- ABS													
- Airbag													
Right-hand Drive (Supplement)													
Other Information													
- Warranty Condition	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
- Free Roadside Assistance	Yes/No	Yes	Yes	Yes	Yes	No	No	One Yr	One Yr	yes	No	No	No
- Delivery costs Included	Yes /No	Yes	Yes	No	No	Yes	Yes	Yes	Yes	No	No	Yes	Yes

00091

FORD

May 1, 1997

SCORPIO		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 ***		804853	665171	56887	37011	356154	262650	6006702	3083438	181067	144449	17000	14468
		102	105	132	107	132	121	156	100	104	104	123	131
Major Option - Air Conditioning - Automatic Transmission - Power Steering - ABS - Airbag		Std 30,000	Std 24,794	Std 4,000	Std 2,602	Std 19,434	Std 14,332	Std 202,000	Std 172,650	14,360 12,950	11,456 10,331	495 1,000	421 851
		Std Std Std Std	Std Std Std Std	Std Std Std Std	Std Std Std Std	Std Std Std Std	Std Std Std Std	Std Std Std Std	Std Std Std Std	Std Std Std Std	Std Std Std Std	Std Std Std Std	Std Std Std Std
Right-hand Drive (Supplement)		20645	17062	1433	932	6135	4524	81951	70,044	6135	4894	0	0
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	One yr	One yr	One Yr	One Yr	One Yr	One Yr
	Yes/No	Yes	Yes	No	No	No	No	Yes	Yes	No	No	Yes	No

00092

GENERAL MOTORS EUROPE



OPEL

00093

GENERAL MOTORS EUROPE



OPEL

00095

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
CORSA 1.2 3 door		401,489	329,743	19,653	17,090	1,656	1,356	65,293	54,141	10,471	6,716
Recommended Retail Price		105.2%	102.2%	106.3%	109.3%	106.2%	102.8%	104.7%	102.7%	146.1%	110.8%
Price Index											
Major Options											
- air conditioning		48,000	39,669	1,965	1,709	164	133	7,550	6,260	1,280	817
- automatic gearbox		44,400	36,694	2,055	1,787	156	127	7,250	6,012	986	629
- power steering		17,900	14,793	925	804	S	S	S	S	N/A	N/A
- ABS		33,700	27,851	990	861	179	146	5,600	4,643	945	603
- Driver Airbag		18,700	15,455	S	S	81	66	S	S	S	S
Right Hand Drive		14,482	11,969	660	574	60	49	2,358	1,956	S	S
Other Information											
- warranty condition			1		1		1		1		1
- free roadside assistance			yes		yes		yes		yes		yes
- delivery costs included			yes		dealer variable		yes		yes		yes

May 2, 1997: 1 ECU =

0.758542 Ir. £

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

Effective on May 1, 1997. 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)

00097

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 1.2 3 door		19,147	15,790	381,604	329,743	28,066	19,681	167,239	127,859	2,244	1,569
		104.5%	101.9%	100.0%	102.2%	134.9%	111.9%	128.5%	116.2%	120.9%	100.0%
Recommended Retail Price											
Price Index											
Major Options											
	- air conditioning	1,910	1,605	45,620	39,669	3,550	2,182	10,093	7,716	205	175
	- automatic gearbox	1,766	1,484	42,198	36,694	2,900	1,782	44,771	11,293	NA	NA
	- power steering	857	720	17,012	14,793	995	612	7,721	5,903	80	68
	- ABS	1,671	1,404	32,029	27,851	2,995	1,841	10,703	8,183	140	120
- Driver Airbag	433	364	17,773	15,455	450	277	S	S	50	43	
Right Hand Drive		684	575	13,764	11,969	1,062	652	5,340	4,082	68	58
Other Information	no. of yrs	1	1	1	1	1	1	1	1	1	1
	- warranty condition	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
	- free roadside assistance	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

May 2, 1997: 1 ECU =

1,938.87 Lira	40.3834 LF	2.20149 G	13.77420 SCH	196.369 Esc
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Prices are based on recommended retail prices, adjusted for equipment differences.

Effective on May 1, 1997. 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)

00098

OPEL/VAUXHALL		S		UK	
CURRENCY		K		£	
CORSA 1.2 3 door					
Recommended Retail Price		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Price Index		108,266	85,198	8,195	6,974
		128.9%	120.0%	123.3%	124.1%
Major Options					
- air conditioning		11,800	9,440	NA	NA
- automatic gearbox		8,700	6,960	NA	NA
- power steering		4,400	3,520	S	S
- ABS		5,700	4,560	NA	NA
- Driver Airbag		S	S	200	170
Right Hand Drive		3,292	2,634	S	S
Other Information		no. of yrs yes/no	1 yes		1 yes
- warranty condition					
- free roadside assistance			yes		yes
- delivery costs included		yes/no	yes		yes

May 2, 1997: 1 ECU =

8.886560 SK

0.703491 £

00099

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 1.6 5 door		631,561	519,885	29,960	26,052	2,312	1,889	95,823	79,455	15,235	9,766
Recommended Retail Price		111.7%	112.5%	109.3%	116.4%	100.0%	100.0%	103.7%	105.2%	143.4%	112.5%
Price Index											
Major Options											
- air conditioning		54,500	45,041	1,965	1,709	166	135	NA	NA	1,545	985
- automatic gearbox		44,000	36,364	2,100	1,826	140	114	NA	NA	989	631
- power steering		S	S	940	817	S	S	S	S	S	S
- ABS		41,000	33,884	S	S	188	153	5,500	4,561	945	603
- Driver Airbag		18,700	15,455	S	S	S	S	S	S	S	S
Right Hand Drive		14,482	11,969	660	574	60	49	2,358	1,956	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											
May 2, 1997: 1 ECU =		40.3834 FB		1.95700 DM		165.086 Peseta		6.59857 FF		0.758542 Ir. £	

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

Effective on May 1, 1997. 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)

00100

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 1.6 5 door		28,949	24,026	600,268	519,885	38,817	26,289	216,574	164,071	4,019	2,560
Recommended Retail Price		106.6%	108.3%	106.2%	112.5%	125.9%	104.4%	112.3%	104.1%	146.2%	114.0%
Price Index											
Major Options											
- air conditioning		2,420	2,034	51,798	45,041	1,495	919	10,185	7,716	233	199
- automatic gearbox		1,836	1,543	41,818	36,364	NA	NA	16,565	12,549	216	185
- power steering		S	S	S	S	S	S	S	S	S	S
- ABS		1,200	1,008	38,967	33,884	2,995	1,841	11,422	8,653	159	136
- Driver Airbag		S	S	17,773	15,455	S	S	S	S	S	S
Right Hand Drive		684	575	13,764	11,969	1,062	652	5,340	4,082	68	58
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
- delivery costs included			yes		yes		yes		yes		yes
May 2, 1997: 1 ECU =		1,938.87 Lira		40.3834 LF		2.20149 G		13.77420 SCH		196.369 Esc	

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

Effective on May 1, 1997. 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)

00101

OPEL/VAUXHALL		S		UK	
	Currency	K		£	
ASTRA 1.6 5 door		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Recommended Retail Price		146,036	115,414	11,495	9,783
Price Index		117.4%	113.5%	116.7%	121.5%
Major Options		13,900	11,120	S	S
- air conditioning		NA	NA	895	762
- automatic gearbox		S	S	S	S
- power steering		5,700	4,560	625	532
- ABS		S	S	S	S
- Driver Airbag					
Right Hand Drive		3,292	2,634	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					

May 2, 1997: 1 ECU =

8.88656 SK 0.703491 £

00102

OPEL/VAUXHALL	B		D		Esp		F		IRL	
	FB		DM		Peseta (000's)		FF		Ir. £	
Currency										
	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
VECTRA 1.6 4 door										
Recommended Retail Price	803,782	660,150	39,505	34,352	2,972	2,426	126,258	104,692	17,860	11,461
Price Index	110.6%	111.3%	112.1%	119.5%	100.0%	100.0%	106.3%	108.0%	130.8%	102.8%
Major Options										
- air conditioning	52,500	43,388	1,900	1,652	188	153	9,000	7,463	1,241	792
- automatic gearbox	44,000	36,364	2,200	1,913	NA	NA	7,500	6,219	1,287	821
- 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	18,700	15,455	S	S	S	S	S	S	0	S
Right Hand Drive	14,482	11,969	660	574	60	49	2,358	1,956	S	S
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
- free roadside assistance										
- delivery costs included	yes/no	yes		dealer variable		yes		yes		yes
May 2, 1997: 1 ECU =										
	40.3834 FB		1.95700 DM		165.086 Peseta		6.59857 FF		0.758542 Ir. £	

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

Effective on May 1, 1997. 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)

00103

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	
Recommended Retail Price										
Price Index		38,395	31,964	761,573	660,150	51,397	34,039	298,405	228,138	2,981
		110.0%	112.2%	104.7%	111.3%	129.7%	105.2%	120.3%	112.7%	103.3%
Major Options										
- air conditioning		2,163	1,818	49,897	43,388	1,495	919	12,499	9,556	214
- automatic gearbox		2,163	1,818	41,818	36,364	3,105	1,908	19,016	14,538	185
- power steering		S	S	S	S	S	S	S	S	S
- ABS		S	S	S	S	S	S	S	S	S
- Driver Airbag		S	S	17,773	15,455	S	S	S	S	S
Right Hand Drive		684	575	13,764	11,969	1,062	652	5,340	4,082	58
Other Information										
- warranty condition	no. of yrs yes/no		1 yes		1 yes		1 yes		1 yes	1 yes
- free roadside assistance										
- delivery costs included	yes/no		yes		yes		yes		yes	yes
May 2, 1997: 1 ECU =										
		1,938.87 Lira		40.3834 LF		2.20149 G		13.77420 SCH		196.369 Esc

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

Effective on May 1, 1997. 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)

00104

OPEL/VAUXHALL		S		UK	
	Currency	K		£	
VECTRA 1.6 4 door		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
		191,445	151,741	13,865	11,800
Recommended Retail Price					
Price Index		119.7%	116.2%	109.5%	114.2%
Major Options		12,300	9,840	S	S
- air conditioning		NA	NA	930	791
- 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		3,292	2,634	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					
May 2, 1997: 1 ECU =		8.88656 SK		0.703491 £	

00105

OPEL/VAUXHALL		B		D		Esp		F		IRL	
	Currency	FB		DM		Peseta (000's)		FF		Ir. £	
OMEGA 2.0 4 door		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Recommended Retail Price		1,105,118	896,792	52,380	45,548	4,466	3,500	181,329	150,356	23,938	15,322
Price Index		114.4%	113.2%	111.9%	118.6%	113.1%	108.0%	114.9%	116.1%	132.0%	102.9%
Major Options											
- air conditioning		52,000	42,975	2,205	1,917	S	S	12,550	10,406	1,428	911
- automatic gearbox		64,600	53,388	3,145	2,735	236	184	9,600	7,960	1,458	930
- 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		37,400	30,909	S	S	S	S	S	S	S	S
Right Hand Drive		14,482	11,969	660	574	60	49	2,358	1,956	S	S
Other Information											
- warranty condition	no. of yrs yes/no		1 yes		1 yes		1 yes		1 yes		1 yes
- free roadside assistance					dealer variable		yes		yes		yes
- delivery costs included	yes/no		yes								
May 2, 1997: 1 ECU =		40.3834 FB		1.95700 DM		165.086 Peseta		6.59857 FF		0.758542 Ir. £	

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

Effective on May 1, 1997. 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)

00106

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
OMEGA 2.0 4 door			46,365	38,662	1,033,710	896,792	66,282	43,207	438,302	323,231	6,913	4,413
Recommended Retail Price			100.0%	101.6%	107.0%	113.2%	125.9%	100.0%	133.1%	119.6%	147.2%	114.5%
Price Index												
Major Options												
- air conditioning			2,290	1,924	49,421	42,975	990	608	27,090	19,978	S	S
- automatic gearbox			3,231	2,715	61,397	53,388	4,000	2,459	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	35,545	30,909	S	S	S	S	S	S
Right Hand Drive			684	575	13,764	11,969	1,062	652	5,340	4,082	68	58
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			yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
May 2, 1997: 1 ECU =			1,938.87 Lira	40.3834 LF	2.20149 G	13.77420 SCH	196.369 Esc					

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

Effective on May 1, 1997. Final prices are set by dealers.

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

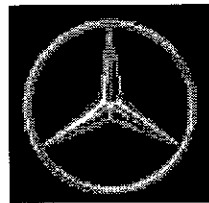
Major options: S(standard), Option price, NA (not available)

00107

OPEL/VAUXHALL		S		UK	
	Currency	K		£	
OMEGA 2.0 4 door		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Recommended Retail Price		237,416	188,518	20,350	17,319
Price Index		111.7%	108.1%	121.0%	125.4%
Major Options		12,300	9,840	S	S
- air conditioning		12,600	10,080	995	847
- 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		3,292	2,634	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					
May 2, 1997: 1 ECU =		8.88656 SK		0.703491 £	

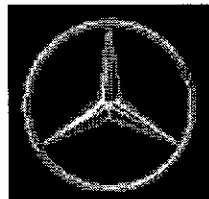
00108

MERCEDES-BENZ



MERCEDES-BENZ

MERCEDES-BENZ



MERCEDES-BENZ

00111

ACEA Standard Form

Manufacturer: Mercedes-Benz

Date 02.05.97

Model C 180		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													
5-speed-transmission													
Recommended retail price		1.003.000	829.000	45.540	39.600	3.949	3.085	155.750	129.150	23.687	15.363	43.910	36.900
Price Index	%		109,9		108,3		100,0		104,7		108,4		101,8
Major options													
o air conditioning		70.700	58.430	3.163	2.750		S	13.200	10.945	3.275	2.050	4.800	4.034
o automatic gearbox		71.947	59.460	3.439	2.990	397	310	12.500	10.365	2.000	1.270	3.972	3.338
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		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 02.05.1997. Final prices are set by dealers.

00113

Möhringen, 14.05.97
VP/PS, (sc72a)

6

ACEA Standard Form

Manufacturer: Mercedes-Benz

Date 02.05.97

Model		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, 1799 cc		Excl. Tax	Excl. Tax	Excl. Tax	Excl. Tax	Excl. Tax	Excl. Tax
5-speed-transmission							
Recommended retail price		923.560	63.178	364.900	5.464	223.000	18.128
Price Index	%	106,4	100,8	106,4	103,6	106,6	117,4
Major options							
o air conditioning		66.800	5.533	26.476		15.200	1.725
o automatic gearbox		67.600	6.016	37.723	450	16.500	1.450
o power steering							
o ABS							
o airbag							
Right-hand Drive	DM						
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 02.05.97. Final prices are set by dealers.

Möhringen, 14.05.97
VP/PS, (sc72b)

001114

ACEA Standard Form

Date 02.05.97

Manufacturer: Mercedes-Benz

Model E 200		B		D		E		F		IRL		I	
Description		Currency		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, 1998 cc													
5-speed-transmission													
Recommended retail price		1.252.000	1.035.000	56.925	49.500	5.555	4.340	203.890	169.060	29.510	19.163	61.460	51.650
Price Index	%		112,2		110,8		115,1		112,2		110,6		116,7
Major options													
o air conditioning		70.700	58.430	3.163	2.750		s		s	3.275	2.050		s
o automatic gearbox		71.947	59.460	3.439	2.990		397	12.500	10.365	2.295	1.457	3.972	3.338
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		1.410		1.410		1.410		1.410		s		1.410
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 02.05.97. Final prices are set by dealers.

00115

Möhringen, 14.05.97
VP/PS, (sc72c)

6

ACEA Standard Form

Manufacturer: Mercedes-Benz

Date 02.05.97

Model E 200		L		NL		OE		P		SW		UK	
Description	Currency	FL		G		ÖS		1.000 Esc		Skr		L	
		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Sedan													
5 seats, 4 doors, 1998 cc													
5-speed-transmission													
Recommended retail price		1.190.000	1.034.780	78.470	50.275	465.800	349.700	8.274	5.379	266.750	212.800	22.819	19.420
Price Index	%		112,2		100,0		111,2		120,0		104,9		120,9
Major options													
o air conditioning		66.800	58.087		s	26.242	17.200		s	15.200	12.160	1.725	1.468
o automatic gearbox		67.600	58.783	6.016	3.698	38.579	25.300	450	385	16.500	13.200	1.450	1.234
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		1.410		1.410		1.410		1.410		1.410		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 02.05.1997. Final prices are set by dealers.

00116

Möhringen, 14.05.97
VP/PS, (sc72d)

ACEA Standard Form

Manufacturer: Mercedes-Benz

Date 02.05.97

Model S 320		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	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		2.437.000	2.014.000	107.525	93.500	10.900	8.517	423.900	351.500	64.750	38.800	120.900	101.600
Price Index	%		104,4		100,0		108,0		111,5		107,1		109,7
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		S		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 02.05.1997. Final prices are set by dealers.

001117

Möhringen, 14.05.97
VP/PS, (sc72e)

ACEA Standard Form

Date 02.05.97

Manufacturer: Mercedes-Benz

Model S 320		L		NL		OE		P		SW		UK	
Description		Currency		LF		G		OS		Skr		L	
Sedan				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	180.400	113.100	940.770	687.700	17.022	10.514	588.000	468.300
Price Index					100,1		107,5		104,5		112,1		110,3
Major options													
o air conditioning					S		S		S		S		S
o automatic gearbox					S		S		S		S		S
o power steering					S		S		S		S		S
o ABS					S		S		S		S		S
o airbag					S		S		S		S		S
Right-hand Drive					2.305		2.305		2.305		2.305		2.305
Other Information		DM											
o warranty condition		no. of years		1		1		1		1		1	
o free roadside assistance		yes/no		yes		yes		yes		yes		yes	
o delivery costs included		yes/no		yes		no		yes		no		no	

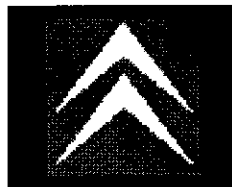
Prices are based on recommended retail prices, adjusted for equipment differences (reference country is Germany).

Effective on 02.05.1997. Final prices are set by dealers.

001118

Möhringen, 14.05.97
VP/PS, (sec72f)

PSA GROUP



CITROEN



PEUGEOT



PSA GROUP

PEUGEOT

ACEA STANDARD FORM

DATE : 15/05/97

106	MS	B	D	E	F	IRL	I
Description	Currency	XN 1124cc 3P	LgBeach1124cc 3P	XN 1124cc 3P	Equinox 1124cc 3P	XL 1124cc 3P	XN 1124cc 3P
		FB	DM	m. Pesetas	FF	Ir. £	m. Liras
		Incl Tax	Incl Tax	Incl Tax	Incl Tax	Incl Tax	Incl Tax
Recommended retail price	355988	294205	17929	15591	85200	9814	18376
Price Index	105,2	101,8	109,4	111,4	117,9	154,4	113,1
Major Options							
Air Conditioning	48500	40083	1900	1652	7400	6136	2050
Automatic gearbox	32200	26612	na	na	5300	4395	na
Power steering	20800	17190	900	783	2800	2322	830
ABS	35000	28926	1490	1296	5600	4643	1970
Air BAG conducteur	S		S	60	1500	1244	430
Right hand Drive	(1)	(1)	(1)	(1)	(1)	(1)	(1)
Other informations	1	1	1	1	1	1	1
warranty conditions	yes	no	no	yes	yes	no	no
free roadside assistance	yes	no	no	no	yes	yes	yes
delivery costs inclu							

Prices are based on recommended retail prices, adjusted for equipment differences. Effective on 2 May 1997. 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 other countries. The orders of right hand drive and left hand drive vehicles are honored in any country.

00123

ACEA STANDARD FORM

DATE : 15/05/97

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
		Excl Tax	Excl Tax	Excl Tax	Excl Tax	Excl Tax	Excl Tax
Recommended retail price		338336	23380	139053	1992571	88870	7459
Price Index		100,0	126,8	120,5	121,1	119,4	126,6
Major Options							
Air Conditionning		46095	3290	16110	190301	na	na
Automatic gearbox				na	na	na	na
Power steering		19769	1390	7266	82837	4500	395
ABS		33264	2690	12280	208487	6300	550
Air BAG		S	500	S	75005	S	210
Right hand Drive		(1)	(1)	(1)	(1)	(1)	(1)
Other informations							
warranty conditions		1	1	1	1	2	1
free roadside assistance	yes	yes	no	no	yes	no	yes
delivery costs inclu	yes	yes	no	yes	yes	yes	no

Prices are based on recommended retail prices, adjusted for equipment differences. Effective on 2 May 1997. 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 other countries. The orders of right hand drive and left hand drive vehicles are honored in any country.

00124

ACEA STANDARD FORM

DATE : 28/05/97

306	MS Currency	B		D		E		F		IRL		I	
		XR 1,4 5P		XR 1,4 5P		XR 1,6 5P		SYMBIO 1,4 5P		LX 1,4 5P		XR 1,4 5P	
Description		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		527788	436188	24527	21328	2094	1703	97200	80597	13431	8730	26190	22009
Price Index		105,2	109,3	100,9	110,3	102,1	104,4	118,6	123,6	142,6	116,5	108,7	114,9
Major Options													
Air Conditioning		53000	43802	2200	1913	165	134	7700	6385			2050	1723
Automatic gearbox		35800	29587	2150	1870	174	141	7500	6219			2100	1765
Power steering		S		S		S		S				S	
ABS		42000	34711	S		183	149	6000	4975			1970	1655
Air BAG		S		S		S		S				S	
Right hand Drive		(1)		(1)		(1)		(1)		(1)		(1)	
Other informations		1		1		1		1		1		1	
warranty conditions		yes		no		yes		yes		no		no	
free roadside assistance		yes		no		no		yes		no		no	
delivery costs inclu													

Prices are based on recommended retail prices, adjusted for equipment differences. Effective on 2 May 1997. 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.

00125

ACEA STANDARD FORM

DATE : 28/05/97

306	MS	L	NL	OE	P	SW	UK
Description	Currency	XR 1,4 5P	XR 1,4 5P	XR 1,4 5P	XR 1,4 5P	XR 1,6 3P	XL SR 1,4 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		501617	31990	198435	3001136	120291	11233
Price Index		100,0	117,0	116,0	123,0	109,0	128,6
Major Options							
Air Conditioning		50372	2850	12719	230000	9300	670
Automatic gearbox		34025	2580	19000	na	8000	900
Power steering		S	S	S	S	S	S
ABS		39917	2995	8677	159973	5900	550
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	1	2	1
free roadside assistance	yes	no	no	no	yes	no	yes
delivery costs inclu	yes	no	no	yes	yes	yes	no

Prices are based on recommended retail prices, adjusted for equipment differences. Effective on 2 May 1997. 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.

00126

ACEA STANDARD FORM

DATE : 18/05/97

406	MS	B		D		E		F		IRL		I	
Description	Currency	SR 1761 cc		SR 1761 cc		SR 1761 cc		SR 1761 cc		SL 1761 cc		SR 1761 cc	
		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		685878	550313	31686	27553	2829	2210	119500	99088	15650	10172	33203	27901
Price Index		105,2	110,0	103,3	113,6	109,3	108,0	115,6	121,2	131,6	108,2	109,3	116,1
Major Options													
Air Conditioning		60249	49793	2445	2126	174,9	137	8200	6799			S	
Automatic gearbox		53500	44215	2450	2130	320	250	na				na	
Power steering		S		S		S		S				S	
ABS		46693	38589	S		200,7	157	6000	4975			2330	1958
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 2 May 1997. 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.

00127

ACEA STANDARD FORM

DATE : 16/05/97

406	MS	L	NL	OE	P	SW	UK
Description	Currency	SR 1761 cc	SL 1761 cc	ST 1761 cc	SR 1761 cc	SR 1761 cc	L 1761 cc
		FL	G	Sch.	Esc	Skr.	£
		Incl Tax	Excl Tax	Incl Tax	Excl Tax	Incl Tax	Excl Tax
Recommended retail price		532859	550313	266847	4226915	149291	12976
Price Index		100.0	110.0	123.6	137.4	107.2	117.7
Major Options							
Air Conditioning		57261	49793	21285	na	12000	na
Automatic gearbox		50847	44215	27000	na	na	1100
Power steering		S	S	S	S	S	S
ABS		44378	38589	S	240000	S	550
Air BAG		S	1530	S	S	S	S
Right hand Drive		(1)	(1)	(1)	(1)	(1)	(1)
Other informations		1	1	1	1	2	1
warranty conditions		yes	no	no	yes	no	yes
free roadside assistance		yes	no	yes	yes	yes	no
delivery costs included							

Prices are based on recommended retail prices, adjusted for equipment differences. Effective on 2 May 1997. 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.

00128

ACEA STANDARD FORM

DATE : 23/05/97

806	MS	B	D	E	F	IRL	I
Description	Currency	SR 1998 cc	SR 1998 cc	SR 1998 cc	SR 1998 cc	SR 1998 cc	ST 1998 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	763860	631289	32075	3268	145000	22807	42372
Price Index	105,2	100,3	104,8	110,1	122,2	167,3	121,6
Major Options							
Air Conditioning	47000	38843	2445	na	6000		S
Automatic gearbox	na		2126	na	na		na
Power steering	S			S	S		S
ABS	51011	42158	S	202,5	6900		S
Air BAG	S		S	S	S		S
Right hand Drive	(1)	(1)	(1)	(1)	(1)	(1)	(1)
Other informations	1	1	1	1	1	1	1
warranty conditions	yes	no	no	yes	yes	no	no
free roadside assistance	yes	no	no	no	yes	no	no
delivery costs included							

Prices are based on recommended retail prices, adjusted for equipment differences. Effective on 2 May 1997. 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 : 23/05/97

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	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		725982	52404	324263	5934306	200104	15659
Price Index		100,0	132,4	109,5	168,1	125,3	123,8
Major Options							
Air Conditioning		44669	S	S	S	12700	800
Automatic gearbox		na	na	na	na	na	na
Power steering		S	S	S	S	S	S
ABS		48482	3795	9282	223077	3500	600
Air BAG		S	S	S	S	2979	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 2 May 1997. 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.

00130



PSA GROUP

CITROEN

Ecart de prix (corrigés des principaux équipements)DATE: **01/12/95**

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	18 808	143 000	111 371	378 000	312 397	1 549 000	1 259 350	67 200	55 721	23 840	16 836	1 870 000	1 385 602	8 250	7 021
Indices / prix catalogue	104	120	111	115	100	110	100	108	109	120	115	107	107	100	125	141
Prix ajusté	18 800	16 348	136 000	105 919	365 200	301 818	1 549 000	1 259 350	67 200	55 721	22 640	16 021	1 880 000	1 317 228	7 545	6 421
Indices / prix ajusté	108	125	109	115	100	111	104	114	113	126	114	108	108	100	119	138
Options principales:																
- essuie-glaces	2 000	1 739	18 000	nd	46 500	38 589	190 000	125 000	7 000	5 904	2 500	1 871	190 000	142 393	nd	nd
- lève vitres AV électriques	250	217	nd	nd	7 500	6 224	nd	nd	nd	nd	500	307	nd	nd	nd	nd
- direction assistée	750	652	nd	nd	nd	nd	70 000	55 898	2 800	2 322	nd	nd	nd	nd	nd	nd
- ABS	600	522	10 500	nd	33 000	27 388	150 000	117 188	5 800	4 843	2 900	1 782	135 000	115 395	595	508
- sac portable conducteur	nd	nd	nd	nd	15 000	12 448	65 000	50 781	1 500	1 244	nd	nd	11 000	43 590	nd	nd
- sac gonflable passager	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd	500	307	51 000	43 590	195	166
- direction à droite	nd	nd	nd	nd	11 000	9 129	55 000	42 969	1 500	1 244	nd	nd	nd	nd	nd	nd
Autres informations:																
- échelles de garantie	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd
- assistance gratuite	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd
- trait de livraison inclus	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd

- 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 est fixé par le réseau.
- Options principales: S (série), Prix d'option, n.d. (non disponible)
- Des contrantes 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.d. = non comparable

[1] - Pas de prix catalogue, car la direction à droite n'est pas une option. Elle caractérise les véhicules GB et FR, 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	
	TTC	HT	TTC	HT	TTC	HT
Num local de la version	SAXO 1,1 SX 3 portes		nd		nd	
Prix catalogue	19 850	15 612				
Indices / prix catalogue	108	114				
Prix ajusté	18 200	15 234				
Indices / prix ajusté	110	117				
Options principales:						
direction	1 950	838				
- lève vitres AV électrique						
direction assistée	800	672				
- ABS	1 800	1 513				
- sac antiblocage conducteur	420	353				
- sac gonflable passager	420	353				
direction à tirage						
Autres Informations:						
autres de série						
- assistance gratuite	oui					
franc 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 •
- Les prix offerts 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.

Ecart de prix (corrigés des principaux équipements)

DATE: 01/12/95

ZK 1.9 TD SX BV 5 5 portes	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	ZK SX 1.9 TD BV5 5p		ZK SX 1.9 TD BV5 5p		ZK SX 1.9 TD BV5 5p		ZK SX 1.9 TD BV5 5p		ZK SX 1.9 TD BV5 5p		ZK SX 1.9 TD BV5 5p		ZK SX 1.9 TD BV5 5p		ZK SX 1.9 TD BV5 5p	
Prix catalogue	29 500	26 852	220 700	188 731	825 000	518 529	2 720 000	2 211 382	111 200	92 206	40 080	20 876	4 490 000	2 487 807	12 905	10 983
Indices / prix catalogue	100	138	108	129	103	135	108	141	112	147	121	100	152	134	122	166
Prix ajusté	29 050	26 261	215 200	184 526	825 000	518 529	2 820 400	2 130 407	111 200	92 206	39 590	27 991	4 312 000	2 335 470	11 780	10 034
Indices / prix ajusté	100	109	105	100	104	108	107	108	113	117	121	107	148	100	113	120
Options principales:																
- climatisation	2 450	2 150	18 000	12 198	53 812	44 857	168 000	132 000	7 500	6 524	12 000	1 230	300 000	241 250	12 000	10 000
- boîte automatique	nd		nd		nd		nd		nd		nd		nd		nd	
- direction assistée	600	522	11 300	8 634	47 547	39 458	183 000	142 848	5 600	4 722	3 210	1 873	197 000	168 376	810	689
- ABS					16 293	12 091			1 500	1 265			29 300	24 825		
- air conditionné	(1)		(1)		(1)		(1)		(1)		(1)		(1)			
- Direction à droite																
Autres informations:																
- antivol de direction	oui		oui		non		oui		oui		oui		oui		oui	
- assistance gratuite	oui		oui		non		oui		oui		oui		oui		oui	
- frais de livraison inclus	oui		non		oui		oui		oui		oui		oui		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 fixé par le réseau.

- Options principales: S (radio), P (direction assistée), 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.

ZX 1.9 TD SX BV 5 5 portes	taille	
	TTC	HT
Nom local de la version	ZX SX 1.9 TD BV5 5p	
Prix catalogue	32 400	26 318
Indice / prix catalogue	111	143
Prix ajusté	31 430	25 503
Indice / prix ajusté	109	111
Options principales:		
- direction assistée	2 275	1 890
- boîte automatique		ind
- direction servito		
- ABS	1 875	1 600
- air conditionné		
- Direction à droite		[1]
Autres Informations:		
- assurance 1 ^{er} ou 2 ^e année		oui
- assistance gratuite		oui
- frais de livraison inclus		non

el.

00130

Ecart de prix (corrigés des principaux équipements)

Xantia 1.8i 16V SX BV 5	Allemagne DM		Autriche ATS		Belgique Luxembourg FEB		Espagne ESP		France FRF		Pays-Bas NLG		Portugal Esc		Gr.-Bretagne GBP	
	TTC	HT	TTC	HT	TTC	HT	TTC	HT	TTC	HT	TTC	HT	TTC	HT	TTC	HT
Mont 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	717 887	593 381	3 124 000	2 440 825	124 500	103 234	42 985	28 528	4 775 000	2 945 187	15 250	12 979
Indices / prix catalogue	102	122	118	119	100	113	107	114	106	121	110	100	137	116	122	142
Prix ajusté	33 250	28 913	263 000	197 447	660 047	550 452	2 845 000	2 222 856	124 000	102 819	41 225	27 444	4 094 000	2 363 145	12 310	10 477
Indices / prix ajusté	106	123	119	118	103	113	108	112	117	129	117	104	130	100	109	124
Options principales:																
- climatisation	2 350	2 044	18 000	nd	58 860	57 992	189 000	152 091	8 200	6 914	4 950	3 062	nd	nd	870	840
- boîte automatique	2 450	2 130	20 000	13 240	48 700	40 415	268 000	208 375	5 400	4 553	3 030	2 274	nd	nd	870	840
- direction assistée	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd
- ABS	nd	nd	12 000	nd	51 312	42 583	184 373	151 854	5 600	4 722	4 140	2 545	228 000	184 872	450	540
- air purifiable conducteur	nd	nd	15 200	12 691	15 200	12 691	nd	nd	1 500	1 265	nd	nd	nd	nd	nd	nd
- air purifiable passager	nd	nd	nd	nd	10 011	8 308	80 515	47 277	1 500	1 265	1 270	2 545	22 000	18 803	280	221
- direction à crémaillère	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd
Autres Informations:																
- aides de démarrage	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd
- assistance gratuite	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd
- frais de livraison inclus	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd	nd

- 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), P (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.d. = 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 16V SX BV 5	Italie		Irlande		Suède	
	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	
Prix catalogue	34 600	28 150	17 000	11 117	157 900	124 905
Indice / prix catalogue	100	112	126	113	100	108
Prix ajusté	33 880	27 545	16 500	10 867	142 300	112 425
Indice / prix ajusté	109	118	136	119	100	108
Options principales:						
- climatisation	2 247	1 850	350	n.d.	6 400	5 120
- boîte automatique	1 800	1 513	n.d.	n.d.	n.d.	n.d.
- direction assistée	n.d.	n.d.	n.d.	n.d.	n.d.	n.d.
- ABS	2 630	2 210	1 450	849	n.d.	n.d.
- sac portable conducteur	n.d.	n.d.	350	229	n.d.	n.d.
- sac portable passager	642	539	350	229	3 500	2 800
- direction à droite	n.d.	n.d.	n.d.	n.d.	n.d.	n.d.
Autres informations:						
- services de location	n.d.	n.d.	n.d.	n.d.	n.d.	n.d.
- assistance gratuite	n.d.	n.d.	n.d.	n.d.	n.d.	n.d.
- assurance (cas de vol)	n.d.	n.d.	n.d.	n.d.	n.d.	n.d.

- Le prix ajusté est calculé à partir du prix catalogue constructeur ajusté des principaux équipements. Les prix sont ceux du 1er mai 1995. Le prix final est le prix catalogue plus les options choisies. (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 au Royaume-Uni (taxation excessive).

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

n.d. = 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.

Ecart de prix (corrigés des principaux équipements)

Ecart de prix (corrigés des principaux équipements)	Allemagne		Autriche		Belgique Luxembourg		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	Ecart 20 TCT SX 5 Places		Ecart 20 TCT SX 5 Places		Ecart 20 TCT SX 5 Places		Ecart 20 TCT SX 5 Places		Ecart 20 TCT SX 5 Places		Ecart 20 TCT SX 5 Places		ND		Ecart 20 SX	
Prix catalogue	50 358	43 787	423 400	304 167	888 100	817 438	4 247 000	3 317 868	180 700	149 834	88 188	42 767			18 510	15 753
Indice / prix catalogue	105	115	128	114	100	104	105	103	112	117	123	100			107	115
Prix ajusté	47 280	41 113	403 782	290 080	968 677	798 907	4 272 598	3 337 967	180 700	149 834	84 080	41 491			18 050	15 362
Indice / prix ajusté	101	111	122	112	100	105	108	107	114	120	122	100			107	116
Options principales:																
- direction	22 423	18 408			22 423	18 408	25 965	21 534	1 500	1 244						
- sac gonflable conducteur																
- ABS			12 000		50 960	42 290	201 828	157 877	8 900	5 818	3 795	2 545			595	508
- direction à droite	(1)		(1)		(1)		(1)		(1)		(1)					
Autres informations:																
- direction de conduite	oui		oui		non		oui		oui		non				oui	
- assistance gratuite	non		non		oui		oui		oui		non				oui	
- frais de livraison inclus																

- 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.

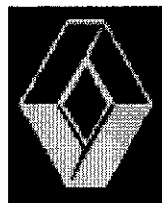
- Les options principales peuvent ne pas être disponibles sur la version faisant l'objet de cette étude.

n.d. = non comparable

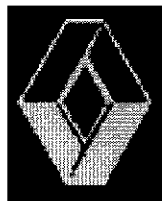
(1) - Pas de prix catalogue, car la direction à droite n'est pas une option. Elle caractérise les véhicules GB et IR, au même titre que la direction à gauche dans les autres pays.

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

RENAULT



RENAULT



RENAULT

RENAULT

MANUFACTURER : RENAULT
CAR LINE : TWINGO

ACEA STANDARD FORM

DATE: MAY 97

MODEL/VARIANT BASE 1.2	MS	B**		D		E		F		IRL		I	
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
Recommended retail price		359 695	297 268	16 800	14 609	1 537 084	1 200 847	64 898	53 813			17 217	14 468
Price Index		105.2	103.4	101.4	104.9	110.0	102.2	116.2	114.6			104.9	104.8
Major options		42 650	35 248	2 200	1 913	163 840	133 203	7 600	6 301			1 400	1 176
air conditioning													
Auto. Gearbox *													
Power Steering		20 000	16 259	1 000	870	80 000	65 041	3 000	2 487			750	630
ABS		27 500	22 727	1 500	1 304	143 000	116 260	5 500	4 560			1 770	1 487
Air Bag		19 000	15 702			72 000	58 537	2 000	1 658			500	420
* Prices include Power Steering													
Right-hand Drive		36 873	30 600	3 040	2 644	36	28	5 950	5 017		S	1 633	1 389
Other information													
warranty conditions	n° of years	I	Yes	I	Yes	I	Yes	I	Yes	I	Yes	I	Yes
free roadside assistance	yes/no												
delivery costs included	yes/no	Yes		No		No		Yes		Yes		Yes	

- Prices are based on recommended retail prices, adjusted for equipment differences. Effective on May 1st, 1997. 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

00145

MANUFACTURER : RENAULT
CAR LINE : TWINGO

MODEL/VARIANT BASE 1.2		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		341 859	297 268	22 246	15 759	140 113	109 122	2 137 506	1 397 556	100 265	70 738				
Price index		100.0	103.4	119.4	100.6	120.2	111.3	128.6	100.0	133.3	111.8				
Major options															
· air conditioning		40 535	35 248	3 195	1 964	16 892	13 156	180 000	153 846	14 000	11 200				
· Auto. Gearbox *		43 718	38 016	N/A	N/A	19 300	15 031	N/A	N/A	N/A	N/A				
· Power Steering		18 698	16 259	1 495	919	7 600	5 919	75 000	64 103	4 700	3 760				
· ABS		30 176	26 240	2 490	1 530	10 900	8 489	150 000	128 205	6 900	5 520				
· Air Bag		15 587	13 554	950	584	standard	standard	65 000	55 556	standard	standard				
* Prices include Power Steering															
Right-hand Drive		35 190	30 600	2 703	1 661	6 928	5 396	35	30						
Other information															
· warranty conditions	n° of years	I	Yes	I	Yes	I	Yes	I	Yes	I	Yes	I	Yes		
· free roadside assistance	yes/no	Yes		No		Yes		No		No		No			
· delivery costs included	yes/no	Yes		No		Yes		No		No		No			

MANUFACTURER : RENAULT
CAR LINE CLIO

ACEA STANDARD FORM

DATE: MAY 97

MODEL/VARIANT RL 1.2 3dr 1149cc 5G	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	BEC		DEM		ESP		FRF		IEP		ITL x 1000	
Recommended retail price		443 761	366 745	21 111	18 357	1 944 337	1 544 888	79 661	66 054	11 883	7 772	20 715	17 408
Price index		105.2	104.1	103.3	107.6	112.8	107.3	115.6	114.8	150.0	117.5	102.3	103.0
Major options - air conditioning - Auto. Gearbox - Power Steering - ABS - AIR BAG		48 650	40 207	2 200	1 913	175 850	142 968	7 600	6 301	N/A		1 480	1 244
		32 954	27 235	1 600	1 391			5 000	4 146	1 200	784	1 860	1 563
		20 850	17 231	935	813	88 406	71 875	3 000	2 488	330	216	880	739
		33 500	27 686	660	574	178 734	145 312	6 500	5 390	1 200	784	1 880	1 580
	(twin airbags)	19 000	15 702			72 070	58 593	2 000	1 658	350	229	500	420
Right-hand Drive		36 873	30 600	1 753	1 524	1 428	1 116	6 000	5 059	S		1 667	1 401
Other information - warranty conditions - free roadside assistance - delivery costs included	n° of year	1		1		1		1		1		1	
	yes/no	Yes		Yes		Yes		Yes		Yes		Yes	
	yes/no	Yes		No		No		Yes		No		Yes	

- Prices are based on recommended retail prices, adjusted for equipment differences. Effective on May 1st, 1997. 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 approximativ

00147

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		421 737	366 745	29 675	20 325	171 656	134 949	2 508 723	1 712 303			8 935	7 604
Price index		100.0	104.1	129.1	105.9	119.3	112.4	122.3	100.0			121.6	124.0
Major options													
. air conditioning		46 238	40 207	3 620	2 225	17 402	13 553	205 300	175 470			750	638
. Auto. Gearbox		31 320	27 235	2 895	1 779	13 210	12 346	212 800	181 880			785	668
. Power Steering		19 816	17 231	1 575	968	4 541	3 537	78 000	66 667			385	328
. ABS		33 359	29 008	2 990	1 838	12 819	9 984	182 400	155 897			690	587
. AIR BAG		17 535	15 248	950	584			73 000	62 393			270	230
Right-hand Drive		35 190	30 600	1 967	1 209	3 956	3 110	209 076	180 238			S	
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: MAY 1997

MODEL/VARIANT	MS	B**		D		E		F		IRL		I	
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
Recommended retail price		553 365	457 293	25 730	22 374	2 553 251	2 038 799	104 089	86 309	14 381	9 404	27 616	23 207
Price index		105,2	100,2	101,0	101,2	118,8	109,3	121,1	115,8	145,6	109,8	109,4	106,0
Major options													
· air conditioning		62 400	51 570	22 000	1913	180 175	146 484	7 600	6 302			21 400	1798
· Auto. Gearbox		56 300	46 529	1900	1652	230 000	184 471	8000	6 633				
· power steering													
· ABS		33 500	27 686		S	182 578	148 437	6 500	5 390				
· AIR BAG		8000	6612		S			2000	1 658	350	229		
Right-hand Drive		36 873	30 600	1 779	1 547	1 501	1 173	6000	5059	S		1 667	1 401
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		No		Yes		No		Yes	

- Prices are based on recommended retail prices, adjusted for equipment differences. Effective on May 1st, 1997. 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 approximativ

00149

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		525 887	457 293	37 994	25 438	210 806	164 110	3 444 271	2 218 179			12 124	10 318
Price index		100,0	100,2	129,7	102,3	117,5	105,5	134,7	100,0			132,3	129,8
Major options													
· air conditioning		59306	51570	3620	2225	18104	14100	212800	181880			750	638
· Auto. Gearbox		53508	46529	3095	1902	16634	12717	253300	216496			785	668
· power steering													
· ABS		31839	27686	2990	1838	15565	11900	182400	155897			690	587
· AIR BAG		7604	6612	950	584								
Right-hand Drive		35 190	30 600	2 002	1 230	4 186	3 230	207 125	178 556				
Other information													
· warranty conditions	n° of years	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	

00150

MANUFACTURER RENAULT
CAR LINE LAGUNA

RENAULT LAGUNA RN 1.8 1794cc 5G

ACEA STANDARD FORM

DATE: MAY 97

MODEL/VARIANT LAGUNA RN 1.8 1794cc 5G	MS	B**		D		E		F		IRL		I	
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
Recommended retail price		805 707	665 873	36 854	32 047	3 607 263	2 779 137	133 843	110 976	19 217	12 569	38 079	31 999
Price index		105.9	119.2	100.0	118.4	116.0	121.7	107.7	121.6	134.5	119.8	104.3	119.3
Major options													
air conditioning		55000	45455	2800	2433			7 600	6 302	N/A	N/A	N/A	N/A
Auto. Gearbox		57150	47231	2500	2174	260000	203125	8 000	6 633	N/A	N/A	2700	2269
power steering													
ABS		43199	35702			204000	159375						
Air Bag		20500	16942							500	327		
Right-hand Drive		36 873	30 600	1 779	1 547	1 501	1 173	6000	5059			1 667	1 401
Other information	n° of years yes/no	1 Yes		1 Yes		1 Yes		1 Yes		1 Yes		1 Yes	
warranty conditions													
free roadside assistance													
delivery costs included	yes/no	Yes		No		No		Yes		No		Yes	

0015

- Prices are based on recommended retail prices, adjusted for equipment differences. Effective on May 1st, 1997. 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 approximativ

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		765 754	665 873	51 145	33 521	310 487	233 098	4 851 259	2 716 468	191 067	151 048	15 115	12 863
Price index		100.7	119.2	120.7	110.1	119.7	122.3	131.2	100.0	114.2	122.9	114.1	132.2
Major options													
· air conditioning		52273	45455	5600	3442	18657	14264	S	S	11500	9200		
· Auto. Gearbox		57150	47231	3350	2059	12578	9616	365000	311966	10500	8400	900	756
· power steering				S	S	S	S	S	S	S	S	S	S
· ABS		41057	35702	3750	2305			S	S	5900	4720	690	587
· Air Bag		19483	16942	S	S			S	S	S	S	S	S
Right-hand Drive		35 190	30 600	2 002	1 230	4 302	3 230	S	S			S	
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	Yes	Yes	No	No	No	No	No	No
· delivery costs included													

MANUFACTURER RENAULT
CAR LINE SAFRANE

ACEA STANDARD FORM

DATE: MAY 97

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		1 105 630	913 744	55 794	48 516	4 629 275	3 615 946	194 140	160 978	27 172	17 768	59 425	49 937
Price index		105.2	110.6	109.6	121.2	107.8	107.1	113.1	119.3	137.7	114.5	117.8	125.9
Major options													
· air conditioning		87050	71942		S		S	12 000	9 950		S		S
· Auto. Gearbox		78700	65041	3200	2783	276000	215625	12 000	9 950	1600	1046		
· power steering			S		S		S		S		S		S
· ABS			S		S		S		S		S		S
· Air Bag			S		S		S		S		S		S
Right-hand Drive		36 873	30 600	1 779	1 547	1 501	1 173	6000	5039		S	1 667	1 401
Other information	n° of year	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												
· 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 May 1st 1997. 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 approximativ

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		1 050 805	913 744	69 861	45 025	486 411	361 913	7 462 201	4 863 007			20 841	17 737
Price index		100.0	110.6	120.4	100.0	135.7	128.5	146.0	121.1			113.9	123.3
Major options													
· air conditioning		82733	71942		N/A or S			S				S	
· Auto. Gearbox		78700	65041	4900	3012	24342	18247	290000	247863			950	908
· power steering		S	S	S	S	S	S	S	S			S	S
· ABS		S	S	N/A or S	N/A or S	S	S	S	S			S	S
· Air Bag		S	S	N/A or S	N/A or S	S	S	S	S			S	S
Right-hand Drive		35 190	30 600	2 002	1 230	4 380	3 230	207 125	178 556			S	
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	Yes	Yes	No	No			No	No

00154

ACEA STANDARD FORM

DATE: MAY 97

Prices are based on recommended retail prices, adjusted for equipment differences. Effective on May 1st, 1997. 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 approximativ

001-1

MANUFACTURER RENAULT
CAR LINE ESPACE

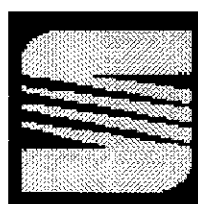
MODEL/VARIANT RTE 2.0 5dr 1998cc 5G	MS	L		NL**		OE		P**		Sw		UK	
		BEC		NLG		ATS		PTE		SEK		GBP	
Description	Currency	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
Recommended retail price		945 705	822 352	69 305	44 683	370 530	273 252						
Price index		100.0	102.6	133.3	102.3	114.9	100.0						
Major options													
· air conditioning		66529	57851	N/A		S							
· Auto. Gearbox		56074	48760	4900	3012	22410	16216						
· power steering		S		S		S							
· ABS		0	0	3750	2305	S							
· Air Bag		S		S		S							
Right-hand Drive		35 190	30 600	2 002	1 230	4 380	3 230						
Other information													
· warranty conditions	n° of years	1		1		1							
· free roadside assistance	yes/no	Yes		Yes		Yes							
· delivery costs included	yes/no	Yes		No		Yes							

00156

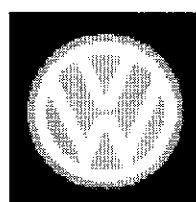
VW GROUP



AUDI



SEAT



VOLKSWAGEN

VW GROUP



AUDI

Audi AG A3

Date: 15.5.1997

Model/Variant	B		D		E		F		IRL		I	
	BEF		DEM		ESP		FRF		IEP		ITL	
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 A3 1.6i, 101hp												
Recommended retail price 0597	628.221	519.191	31.350	27.261	NA	NA	105.964	87.864	15.350	9.689	32.607.881	26.405.783
Price ECU	15.556	12.857	16.019	13.930	NA	NA	16.059	13.316	20.237	12.773	16.818	13.619
Price index	104,8	100,7	107,9	109,1			108,2	104,2	136,3	100,0	113,3	106,6
Major options												
- air conditioning	59.532	49.404	2.400	2.087			12.030	9.975	1.557	1.287	S	S
- autom. gear box	50.600	41.992	2.250	1.957			8.400	6.965	1.375	1.136	2.451.400	2.060.000
- 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	74.107	61.500	3.472	3.019			12.744	10.567	0	0	3.987.969	3.351.235
Other information												
- warranty condition (years)	1		1				1		1		1	
- free roadside assistance	yes		yes				yes		no		yes	
- delivery cost incl. included	no		no				yes		yes		yes	
1 ECU =	BEF	40,3834	DEM	1,9570	ESP	165,0860	FRF	6,5986	IEP	0,7585	ITL	1,938,8700
Mai. 2nd 1997												

Prices are based on recommended retail prices, adjusted for equipment differences, eff. on May 2nd, 1997.

Final prices are set by dealers.

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

**Audi AG
A3**

Date: 15.5.1997

Model/Variant	L		NL		OE		P		SW		UK	
	LUF		NLG		ATS		PTE		SEK		GBP	
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 A3 1.6i, 101hp												
Recommended retail price 0597	599.392	521.210	42.308	28.159	250.018	191.145	4.003.671	2.531.488	143.315	114.652	11.506	9.562
Price ECU	14.843	12.907	19.218	12.791	18.151	13.877	20.389	12.891	16.127	12.902	16.355	13.592
Price index	100,0	101,0	129,5	100,1	122,3	108,6	137,4	100,9	108,7	101,0	110,2	106,4
Major options												
- air conditioning	54.500	47.391	3.900	3.319	S	S	S	S	14.200	11.360	1.750	1.489
- autom. gear box	48.000	41.739	4.854	4.131	24.470	18.969	NA	NA	10.000	8.000	1.235	1.051
- 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	71.662	62.315	4.000	3.404	27.481	21.303	392.448	335.425	19.247	15.398	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 =	LUF	40,3634	NLG	2,2015	ATS	13,7742	PTE	196,3690	SEK	8,8866	GBP	0,7035
Mai. 2nd 1997												

Prices are based on recommended retail prices, adjusted for equipment differences, eff. on May 2nd, 1997.

Final prices are set by dealers.

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

**Audi AG
A4**

Date: 15.05.1997

Model/Variant	B		D		E		F		IRL		I	
	BEF		DEM		ESP		FRF		IEP		ITL	
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 1.8i, 125 hp												
Recommended												
retail price 0597												
Price ECU	876.299	724.214	41.390	35.991	3.693.508	2.862.483	144.652	118.294	21.445	13.532	40.350.268	32.911.990
Price Index	21.699	17.933	21.150	18.391	22.373	17.339	21.922	17.927	28.272	17.839	20.811	16.975
	110,3	114,0	107,5	116,9	113,7	110,2	111,4	113,9	143,7	113,4	105,8	107,9
Major options												
- air conditioning	75.625	62.759	2.900	2.522	S	S	13.700	11.360	1.971	1.629	S	S
- autom. gear box	53.200	44.149	2.750	2.391	310.000	242.188	8.900	7.380	1.725	1.426	2.659.650	2.235.000
- 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	103.754	86.103	4.861	4.227	459.893	359.291	17.842	14.794	0	0	5.583.387	4.691.922
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 =	BEF	40,3834	DEM	1,9570	ESP	165,0860	FRF	6,5986	IEP	0,7585	ITL	1,938,8700
Mal. 2nd 1997												

Prices are based on recommended retail prices, adjusted for equipment differences, eff. on May 2nd, 1997.

Final prices are set by dealers.

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

Audi AG A4

Date: 15.05.1997

Model/Variant	L		NL		OE		P		SW		UK	
	LUF		NLG		ATS		PTE		SEK		GBP	
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 1.8i, 125 hp												
Recommended retail price 0597	806.163	704.011	55.758	36.426	334.446	251.086	5.499.439	3.533.712	174.795	139.836	15.471	12.427
Price ECU	19.963	17.359	25.327	16.546	24.281	18.229	28.006	17.995	19.670	15.736	21.991	17.664
Price index	101,5	110,3	128,8	105,2	123,4	115,8	142,4	114,4	100,0	100,0	111,8	112,3
Major options												
- air conditioning	65.000	56.522	5.866	4.992	S	S	S	S	17.200	13.760	1.795	1.528
- autom. gear box	49.000	42.609	3.900	3.319	26.140	19.625	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	100.331	87.244	5.600	4.766	38.773	29.825	549.449	469.615	26.947	21.557	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 =	LUF	40.3834	NLG	2.2015	ATS	13.7742	PTE	196.3690	SEK	8.8866	GBP	0.7035
Mai. 2nd 1997												

Prices are based on recommended retail prices, adjusted for equipment differences, eff. on May 2nd, 1997.

Final prices are set by dealers.

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

00164

Audi AG A6

Date: 15.05.1997

Model/Variant	B		D		E		F		IRL		I	
	BEF		DEM		ESP		FRF		IEP		ITL	
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 2.4i, 165 hp												
Recommended retail price 0597	1.192.272	985.349	56.150	48.826	4.831.294	3.751.378	208.047	172.510	NA	NA	59.569.563	48.062.658
Price ECU	29.524	24.400	28.692	24.949	29.265	22.724	31.529	26.144	NA	NA	30.724	25.305
Price index	114,5	108,8	111,3	111,3	113,5	101,3	122,3	116,6			119,2	112,9
Major options												
- air conditioning	79.500	65.702	S	S	S	S	S	S			S	S
- autom. gear box	82.000	67.769	3.900	3.391	300.000	234.375	12.700	10.531			3.400.000	2.857.143
- 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	119.081	98.414	5.566	4.831	525.846	410.661	20.393	16.910			6.381.670	5.362.748
Other information												
- warranty condition (years)	1		1		1		1				1	
- free roadside assistance	yes		yes		yes		yes				yes	
- delivery cost incl. included	no		no		no		yes				yes	
1 ECU =	BEF	40,3834	DEM	1,9570	ESP	165,0860	FRF	6,5986	IEP	0,7585	ITL	1,938,8700
May 2nd, 1997												

Prices are based on recommended retail prices, adjusted for equipment differences, eff. on May 2nd, 1997.
Final prices are set by dealers.
Major options: S (standard). Option price: NA (not available)

00105

Audi AG A6

Date: 15.05.1997

Model/Variant	L		NL		OE		P		SW		UK	
	LUF		NLG		ATS		PTE		SEK		GBP	
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 2.4i, 165 hp												
Recommended												
retail price 0587	1.041.263	905.463	79.099	50.722	479.437	350.466	NA	NA	NA	NA	21.622	18.398
Price ECU	25.785	22.422	35.930	23.040	34.807	25.444	NA	NA	NA	NA	30.736	26.152
Price index	100.0	100.0	139.3	102.8	135.0	113.5					119.2	116.6
Major options												
- air conditioning	S	S	5.866	4.992	S	S					S	S
- autom. gear box	78.000	67.826	5.000	4.255	42.296	32.942					1.159	986
- 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	114.676	99.718	6.401	5.447	43.771	34.090					0	0
Other information												
- warranty condition	1		1								3	
(years)											yes	
- free roadside	no		yes									
assistance												
- delivery cost incl.												
included	no		no		yes						no	
1 ECU =	LUF	40.3834	NLG	2.2015	ATS	13.7742	PTE	196.3690	SEK	8.8865	GBP	0.7035
May 2nd, 1997												

Prices are based on recommended retail prices, adjusted for equipment differences, eff. on May 2nd, 1997

Final prices are set by dealers.

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

**Audi AG
A8**

Date: 15.05.1997

Model/Variant	B		D		E		F		IRL		I	
	BEF		DEM		ESP		FRF		IEP		ITL	
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 A8 2.8i, 193 hp												
Recommended retail price 0597	1.770.512	1.463.233	85.000	73.913	8.052.913	6.268.268	315.518	261.623	52.859	30.764	97.133.894	80.629.298
Price ECU	43.843	36.234	43.434	37.769	48.780	37.970	47.816	39.648	69.686	40.557	50.098	41.586
Price index	104,3	100,0	103,3	104,2	116,0	104,8	113,7	109,4	165,7	111,9	119,2	114,8
Major options												
- air conditioning	S	S	S	S	S	S	S	S	S	S	S	S
- autom. gear box	89.700	74.132	4.000	3.478	441.000	344.531	16.000	13.267	S	S	4.879.000	4.100.000
- 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	163.725	135.310	7.639	6.643	722.716	564.622	28.039	23.249	0	0	8.774.222	7.373.296
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 =	BEF	40,3834	DEM	1,9570	ESP	165,0660	FRF	6,5986	IEP	0,7585	ITL	1,938,8700
May 2nd, 1997												

Prices are based on recommended retail prices, adjusted for equipment differences, eff. on May 2nd, 1997.

Final prices are set by dealers.

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

00167

**Audi AG
A8**

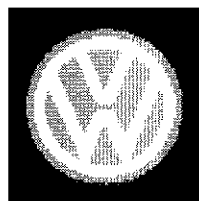
Date: 15.05.1997

Model/Variant	L		NL		OE		P		SW		UK	
Description	LUF		NLG		ATS		PTE		SEK		GBP	
Audi A8 2.8l, 193 hp	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	1.697.913	1.476.446	138.866	87.506	727.173	531.559	12.067.047	7.487.314	442.747	354.198	31.828	27.052
Price ECU	42.045	36.561	63.078	39.749	52.782	38.591	61.451	36.129	49.822	39.858	45.243	38.455
Price index	100.0	100.9	150.0	109.7	125.6	106.5	146.2	105.2	118.5	110.0	107.6	106.1
Major options	S	S	S	S	S	S	S	S	S	S	S	S
- air conditioning	87.000	75.652	S	S	40.900	29.898	NA	NA	15.500	12.400	S	S
- autom. gear box	S	S	S	S	S	S	S	S	S	S	S	S
- 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	157.669	137.103	8.800	7.490	60.181	46.870	863.453	737.994	42.347	33.877	0	0
Other information	1		1		1		1		1		3	
- warranty condition (years)	no		yes		yes		yes		yes		yes	
- free roadside assistance	no		no		yes		no		yes		no	
- delivery cost incl. included	no		no		yes		no		yes		no	
1 ECU =	LUF	40.3834	NLG	2.2015	ATS	13.7742	PTE	196.3690	SEK	8.8866	GBP	0.7035
May 2nd, 1997												

Prices are based on recommended retail prices, adjusted for equipment differences, eff. on May 2nd, 1997.

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	
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
Polo												
60PS 6G 2D												
Recommended retail price	370.596,-	306.278,-	19.460,-	16.920,-	1.552.610,-	1.262.285,-	62.800,-	52.073,-	10.376,-	6.745,-	18.154.400,-	15.255.798,-
Index		115,1		131,3		116,1		119,8		135,0		119,4
Major options												
- air condition	45.620,-	37.700,-	1.990,-	1.730,-	157.000,-	127.642,-	8.030,-	6.658,-	NA	NA	1.970.000,-	1.655.000,-
- automatic g.b.	36.800,-	30.413,-	1.890,-	1.643,-	144.000,-	117.073,-	NA	NA	NA	NA	3.165.000,-	2.660.000,-
- power steering	S	S	S	S	60.000,-	48.780,-	3.600,-	2.985,-	S	S	970.000,-	815.000,-
- ABS	20.812,-	17.200,-	S	S	137.000,-	111.382,-	4.710,-	3.905,-	734,-	480,-	1.285.000,-	1.080.000,-
- Airbag (Fahrer)	-	-	-	-	68.000,-	55.285,-	S	S	366,-	239,-	643.000,-	540.000,-
- Airbag (Doppel)	S	S	S	S	120.000,-	97.561,-	S	S	734,-	480,-	1.285.000,-	1.080.000,-
Right hand drive	27.040,-	22.440,-	1.060,-	922,-	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 2.May. 1997. 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
- Belgian price controls) and P (due to excessive car taxation).
- for options : S (standard) NA (non available)

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												
Polo												
60PS 5G 2D												
Recommended retail price	362.328,-	306.373,-	23.995,-	16.904,-	142.107,-	110.676,-	2.199.103,-	1.293.547,-	86.660,-	68.030,-	7.913,-	6.735,-
Index		116,2		116,6		122,0		100,0		116,2		145,3
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	252.000,-	215.000,-	8.300,-	6.640,-	800,-	681,-
- power steering	S	S	1.000,-	615,-	7.697,-	6.029,-	70.000,-	60.000,-	3.700,-	2.960,-	428,-	364,-
- ABS	25.000,-	21.730,-	1.895,-	1.174,-	9.969,-	7.912,-	106.000,-	91.000,-	5.900,-	4.720,-	565,-	481,-
- Airbag (Fahrer)	S	S	395,-	243,-	NA	NA	46.000,-	39.000,-	S	S	S	S
- Airbag (Doppel)	S	S	995,-	612,-	1.921,-	2.420,-	93.000,-	80.000,-	2.500,-	2.000,-	275 *	234 *
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		No	
- delivery cost incl.												
yes / no	No		No		Yes		No		Yes		No	

- prices are based on recommended retail prices adjusted for equipment differences, effect. on 2. May .1997. Final prices are set by dealers.

* Passenger airbag

00172

22.05.1997

6N1OF41A.XLS

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												
80PS 8G												
Recommended retail price	482.450,-	398.719,-	21.930,-	19.070,-	1.889.683,-	1.536.327,-	75.020,-	62.205,-	12.102,-	7.867,-	22.938.200,-	18.777.900,-
Index		108,8		107,4		102,6		103,9		114,3		106,7
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,-	2.103.000,-	1.767.000,-
- Airbag (Fahrer)	-	-	-	-	86.000,-	69.918,-	NA	NA	S	S	957.000,-	800.000,-
- Airbag (Doppel)	S	S	S	S	127.000,-	103.252,-	S	S	NA	NA	1.399.000,-	1.176.000,-
Right hand drive	27.040,-	22.440,-	1.060,-	922,-	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 2. May. 1997. 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)

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,-	182.220,-	125.169,-	2.806.788,-	1.812.936,-	110.030,-	86.724,-	9.817,-	8.355,-
Index		106,6		100,0		100,1		101,7		107,5		130,9
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,-	N.A.	N.A.
- power steering	S	S	1.000,-	616,-	S	S	S	S	S	S	S	S
- ABS	42.000,-	36.520,-	1.995,-	1.226,-	7.169,-	5.636,-	220.000,-	188.000,-	9.900,-	7.920,-	890,-	757,-
- Airbag (Fahrer)	-	-	395,-	243,-	NA	NA	48.000,-	41.000,-	S	S	S	S
- Airbag (Doppel)	S	S	995,-	612,-	5.705,-	4.485,-	95.000,-	81.000,-	2.500,-	2.000,-	275 *	234 *
Right hand drive	30.000,-	26.087,-	2.245,-	1.380,-	10.047,-	7.974,-	NA	NA	6.100,-	4.980,-	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		No	
- delivery cost incl.												
yes / no	No		No		Yes		No		Yes		No	

- prices are based on recommended retail prices adjusted for equipment differences, effect on 2. May. 1997. Final prices are set by dealers.

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

1) 80PS version

* Passenger airbag

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,-	27.650,-	24.037,-	2.471.381,-	2.009.252,-	91.556,-	75.917,-	14.986,-	9.742,-	29.066.700,-	23.927.900,-
Index		105,4		116,4		115,3		109,0		121,7		117,0
Major options												
- air condition	77.682,-	64.200,-	2.375,-	2.065,-	207.000,-	168.293,-	10.820,-	8.972,-	NA	NA	3.343.000,-	2.809.000,-
- automatic g.b.	45.500,-	37.603,-	2.350,-	2.043,-	NA	NA	7.000,-	5.804,-	NA	NA	2.368.000,-	1.990.000,-
- 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,-	2.103.000,-	1.767.000,-
- Airbag (Fahrer)	-	-	-	-	86.000,-	69.918,-	-	-	S	S	952.000,-	800.000,-
- Airbag (Doppelp)	S	S	S	S	127.000,-	103.252,-	S	S	NA	NA	1.399.000,-	1.176.000,-
Right hand drive	27.040,-	22.440,-	1.060,-	922,-	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 2. May. 1997. 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

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

3

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 5G 4D												
Recommended retail price	534.614,-	464.882,-	34.290,-	23.230,-	203.200,-	155.351,-	3.600.640,-	2.187.017,-	125.340,-	98.970,-	11.546,-	9.826,-
Index		109,1		100,0		106,9		105,5		105,5		132,4
Major options												
- air condition	41.000,-	35.652,-	2.450,-	1.507,-	10.980,-	8.632,-	242.000,-	207.000,-	16.400,-	13.120,-	500,-	426,-
- automatic g.b.	40.000,-	34.783,-	3.150,-	1.936,-	21.810,-	12.067,-	NA	NA	9.300,-	7.440,-	840,-	715,-
- power steering	S	S	S	S	S	S	S	S	S	S	S	S
- ABS	42.000,-	36.520,-	1.995,-	1.226,-	7.408,-	5.824,-	220.000,-	188.000,-	9.900,-	7.920,-	890,-	757,-
- Airbag (Fahrer)	-	-	395,-	243,-	-	-	48.000,-	41.000,-	S	S	S	S
- Airbag (Doppel)	S	S	995,-	612,-	5.705,-	4.485,-	95.000,-	81.000,-	2.500,-	2.000,-	275,-	234,-
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		No	
- delivery cost incl.												
yes / no	No		No		Yes		No		Yes		No	

- prices are based on recommended retail prices adjusted for equipment differences, effect. on 2. May. 1997. 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)

* Passenger airbag

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 Basic												
100PS 5G 4D												
Recommended retail price	670.100,-	553.802,-	35.800,-	31.131,-	2.688.979,-	2.186.162,-	109.740,-	90.995,-	16.036,-	10.424,-	33.118.650,-	27.332.900,-
Index		108,0		125,3		104,3		108,6		108,3		111,1
Major options												
- air condition	45.592,-	35.200,-	1.990,-	1.730,-	169.000,-	137.398,-	7.560,-	6.268,-	1.553,-	1.016,-	2.077.000,-	1.745.000,-
- automatic g.b.	55.400,-	45.785,-	2.450,-	2.130,-	218.000,-	177.236,-	8.000,-	6.633,-	1.435,-	940,-	2.671.000,-	2.245.000,-
- 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 (Fahrer)	-	-	-	-	-	-	-	-	-	-	-	-
- Airbag (Doppel)	S	S	S	S	S	S	S	S	S	S	S	S
Right hand drive	27.040,-	22.440,-	1.060,-	922,-	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 2. ay. 1997. 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
- Belgian price controls) and P (due to excessive car taxation).
- Major options : S (standard) NA (non available)

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 Basic												
100 PS 4G 4D												
Recommended retail price	643.162,-	559.271,-	41.960,-	27.946,-	263.280,-	191.879,-	4.176.936,-	2.679.578,-	157.303,-	124.542,-	13.320,-	11.336,-
Index		109,1		100,0		109,7		107,5		110,4		126,9
Major options												
- air condition	38.000,-	33.043,-	1.956,-	1.226,-	15.960,-	12.430,-	214.000,-	183.000,-	8.900,-	7.120,-	890,-	757,-
- automatic g.b.	50.000,-	43.478,-	3.925,-	2.413,-	22.430,-	15.110,-	272.000,-	232.000,-	11.000,-	8.800,-	900,-	766,-
- 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 (Fahrer)	-	-	-	-	-	-	S	S	-	-	-	-
- Airbag (Doppel)	S	S	675,-	415,-	S	S	S	S	S	S	S	S
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	
- free roadside ass.												
yes / no	Yes		Yes				Yes		Yes		No	
- delivery cost incl.												
yes / no	No		No				No		Yes		No	

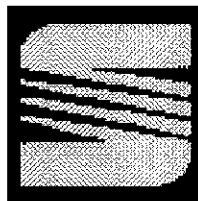
- prices are based on recommended retail prices adjusted for equipment differences, effect. on 2. May. 1997. Final prices are set by dealers.

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

00178

VW GROUP

SEAT



00170



COMPARATIVE PRICES IN EUROPEAN COMMUNITY IN COUNTRY CURRENCY AND ECUS

MODEL / COUNTRY

MARBELLA 3 DOORS 5 SPEED 899 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	excl. tax
INDEX	incl. tax
AUTOMATIC GEARBOX POWER STEERING AIR BAG 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 MAY 97	

B	D	E	F	IRL	I
899 Special	899 SPI	899 C.E.	899 Special		899 SPECIAL
205.785	9.557	712.604	32.255		9.705.000
249.000	10.990	872.512	38.900		12.733.950
5.096	4.883	4.317	4.888		5.005
6.166	5.616	5.285	5.895		6.568
118,05%	113,13%	100,00%	113,24%		115,96%
116,66%	106,25%	100,00%	111,54%		124,27%
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.
254.920	11.263	897.000	39.864		13.042.152
6.312	5.755	5.434	6.041		6.727
1	1	1	1		1
NO	NO	YES	YES		NO
NO	NO	YES	YES		NO
40.3834	1.957	165.086	6.59857	0.758542	1938.87

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

Prices are based on Recommended Retail Prices adjusted for equipment differences effective on 1 May 1997. 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 (not available).

00181



MODEL / COUNTRY

MARBELLA 3 DOORS 5 SPEED 899 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 AIR BAG 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 MAY 97	

COMPARATIVE PRICES IN EUROPEAN COMMUNITY IN COUNTRY CURRENCY AND ECUS

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

899 903 SPECIAL

193.326	10.069				
222.325	13.295				
4.787	4.574				
5.505	6.039				
110,90%	105,96%				
104,17%	114,26%				
N.A.	N.A.				
N.A.	N.A.				
N.A.	N.A.				
N.A.	N.A.				
N.A.	N.A.				
227.951	13.647				
5.645	6.199				
1	1				
NO	NO				
NO	NO				
40.3834	2.20149	13,7742	196,369	8,88656	0,703491

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

Prices are based on Recommended Retail Prices adjusted for equipment differences effective on 1 May 1997. 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).

00182

**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
	incl. tax
RECOMMENDED RETAIL PRICE IN ECU CURRENCY	excl. tax
	incl. tax
PRICE INDEX	excl. tax
	incl. tax
AUTOMATIC GEARBOX	
POWER STEERING	excl. tax
IN COUNTRY CURRENCY	incl. tax
POWER STEERING	excl. tax
IN ECU CURRENCY	incl. tax
AIRBAG DRIVER & PASSENGER	excl. tax
IN COUNTRY CURRENCY	incl. tax
AIRBAG DRIVER & PASSENGER	excl. tax
IN ECU CURRENCY	incl. tax
AIR CONDITIONING	excl. tax
IN COUNTRY CURRENCY	incl. tax
AIR CONDITIONING	excl. tax
IN ECU CURRENCY	incl. tax
ABS	excl. tax
IN COUNTRY CURRENCY	incl. tax
ABS	excl. tax
IN ECU CURRENCY	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 MAY 97	

00183

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
313.465	16.217	1.313.744	51.545	6.387	15.198.558
395.000	21.420	1.655.351	64.400	10.490	19.505.050
7.762	8.287	7.958	7.811	8.420	7.839
9.781	10.945	10.027	9.760	13.829	10.060
105,93%	113,08%	108,60%	106,60%	114,91%	106,97%
106,90%	119,62%	109,59%	106,67%	151,14%	109,95%
N.A.	N.A.	N.A.	N.A.	N.A.	N.A.
S	S	48.828	S	S	645.000
S	S	60.058	S	S	767.550
S	S	296	S	S	333
S	S	364	S	S	396
19.835	S	82.031	3.151	400	1.198.000
24.000	S	100.898	3.800	615	1.425.620
491	S	497	478	527	618
594	S	611	576	811	735
38.017	1.713	121.094	6.136	754	1.840.000
46.000	1.970	148.946	7.400	1.160	2.189.600
941	875	734	930	994	949
1.139	1.007	902	1.121	1.529	1.129
37.190	S	109.375	5.804	712	1.740.000
45.000	S	134.531	7.000	1.095	2.070.600
921	S	663	880	938	897
1.114	S	815	1.061	1.444	1.068
438.128	23.611	1.831.647	71.387	11.546	21.613.905
10.849	12.065	11.095	10.819	15.221	11.148
1	1	1	1	1	1
NO	NO	YES	YES	NO	NO
NO	NO	YES	YES	NO	NO
40,3834	1,957	165,086	6,59857	0,758542	1938,87

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

Prices are based on Recommended Retail Prices adjusted for equipment differences effective on 1 May 1997. 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
	incl. tax
RECOMMENDED RETAIL PRICE IN ECU CURRENCY	excl. tax
	incl. tax
PRICE INDEX	excl. tax
	incl. tax
AUTOMATIC GEARBOX	
POWER STEERING	excl. tax
IN COUNTRY CURRENCY	incl. tax
POWER STEERING	excl. tax
IN ECU CURRENCY	incl. tax
AIRBAG DRIVER & PASSENGER	excl. tax
IN COUNTRY CURRENCY	incl. tax
AIRBAG DRIVER & PASSENGER	excl. tax
IN ECU CURRENCY	incl. tax
AIR CONDITIONING	excl. tax
IN COUNTRY CURRENCY	incl. tax
AIR CONDITIONING	excl. tax
IN ECU CURRENCY	incl. tax
ABS	excl. tax
IN COUNTRY CURRENCY	incl. tax
ABS	excl. tax
IN ECU CURRENCY	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 MAY 97	

001001

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 Corno	1.4 SE	1.4 SE
312.609	16.596	109.836	1.558.785	65.120	6.188
369.500	23.495	154.700	2.707.454	87.900	8.755
7.741	7.539	7.974	7.938	7.328	8.796
9.150	10.672	11.231	13.788	9.891	12.445
105,64%	102,87%	108,82%	108,33%	100,00%	120,04%
100,00%	116,64%	122,75%	150,69%	108,10%	136,01%
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	331	311	S	S	S
S	538	407	S	S	S
12.174	1.076	S	S (DRIVER)	S (DRIVER)	S (DRIVER)
14.000	1.750	S	S (DRIVER)	S (DRIVER)	S (DRIVER)
301	S	S	S	S	S
347	S	S	S	S	S
25.652	2.182	12.920	188.034	9.520	715
29.500	3.550	16.900	220.000	11.900	840
635	991	938	958	1.071	1.016
730	1.613	1.227	1.120	1.339	1.194
34.348	2.044	7.645	170.342	7.120	677
39.500	3.325	10.000	199.300	8.900	795
851	928	555	867	801	962
978	1.510	726	1.015	1.002	1.130
409.955	26.136	171.142	2.996.523	98.066	9.599
10.152	11.872	12.425	15.260	11.035	13.644
1	1	1	1	2	1
NO	NO	YES	YES	NO	YES
NO	NO	YES	YES	NO	YES
40,3834	2,20149	13,7742	196,369	8,88656	0,703491

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

Prices are based on Recommended Retail Prices adjusted for equipment differences effective on 1 May 1997. 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

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 COUNTRY CURRENCY	incl. tax
PRICE IN ECU CURRENCY	excl. tax
PRICE IN ECU CURRENCY	incl. tax
PRICE INDEX	excl. tax
PRICE IN ECU CURRENCY	incl. tax
AUTOMATIC GEARBOX	excl. tax
POWER STEERING	incl. tax
IN COUNTRY CURRENCY	excl. tax
POWER STEERING	incl. tax
IN ECU CURRENCY	excl. tax
AIRBAG DRIVER & PASSENGER	incl. tax
IN COUNTRY CURRENCY	excl. tax
AIRBAG DRIVER & PASSENGER	incl. tax
IN ECU CURRENCY	excl. tax
AIR CONDITIONING	incl. tax
IN COUNTRY CURRENCY	excl. tax
AIR CONDITIONING	incl. tax
IN ECU CURRENCY	excl. tax
ABS	incl. tax
IN COUNTRY CURRENCY	excl. tax
ABS	incl. tax
IN ECU 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 MAY 97	

00185

COMPARATIVE PRICES IN EUROPEAN COMMUNITY IN COUNTRY CURRENCY AND ECUS

B	D	E	F	IRL	I
1.4 SE	1.4 SE	1.4 DREAM	1.4 SE	1.4 SE	1.4 SE
360.573	17.582	1.451.784	61.827	7.102	17.518.558
452.000	22.990	1.825.140	76.800	11.590	22.265.850
8.929	8.984	8.794	9.370	9.363	9.035
11.193	11.748	11.056	11.639	15.279	11.484
112,58%	113,28%	110,88%	118,14%	118,05%	113,92%
102,15%	107,21%	100,90%	106,22%	139,44%	104,80%
N.A.	N.A.	N.A.	N.A.	N.A.	N.A.
S	S	48.828	S	S	645.000
S	S	60.058	S	S	767.550
S	S	296	S	S	333
S	S	364	S	S	396
19.835	S	82.031	3.151	400	1.225.000
24.000	S	100.898	3.800	615	1.457.750
491	S	497	478	527	632
594	S	611	576	811	752
38.017	1.713	121.094	6.136	754	1.885.000
46.000	1.970	148.946	7.400	1.160	2.243.150
941	875	734	930	994	972
1.139	1.007	902	1.121	1.529	1.157
37.190	S	109.375	5.804	712	1.780.000
45.000	S	134.531	7.000	1.095	2.118.200
921	S	663	880	938	918
1.114	S	815	1.061	1.444	1.092
494.904	25.159	2.001.037	83.747	12.489	24.354.390
12.255	12.856	12.121	12.692	16.465	12.561
1	1	1	1	1	1
NO	NO	YES	YES	NO	NO
NO	NO	YES	YES	NO	NO
40.3834	1.957	165.086	6.59857	0.758542	1938.87

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

Prices are based on Recommended Retail Prices adjusted for equipment differences effective on 1 May 1997. 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

MODEL / COUNTRY

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
	incl. tax
RECOMMENDED RETAIL PRICE IN ECU CURRENCY	excl. tax
	incl. tax
PRICE INDEX	excl. tax
	incl. tax
AUTOMATIC GEARBOX POWER STEERING	excl. tax
	incl. tax
IN COUNTRY CURRENCY	excl. tax
	incl. tax
POWER STEERING	excl. tax
	incl. tax
IN ECU CURRENCY	excl. tax
AIRBAG DRIVER & PASSENGER	excl. tax
	incl. tax
IN COUNTRY CURRENCY	excl. tax
	incl. tax
AIRBAG DRIVER & PASSENGER	excl. tax
	incl. tax
IN ECU CURRENCY	excl. tax
AIR CONDITIONING	excl. tax
	incl. tax
IN COUNTRY CURRENCY	excl. tax
	incl. tax
AIR CONDITIONING	excl. tax
	incl. tax
IN ECU CURRENCY	excl. tax
ABS	excl. tax
	incl. tax
IN COUNTRY CURRENCY	excl. tax
	incl. tax
ABS	excl. tax
	incl. tax
IN ECU CURRENCY	excl. 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 MAY 97	

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

1.6 SE	1.4 SE	1.4 SE	1.4 SILHOUETTE	1.6 SXE	
360.652	18.747	119.558	1.697.012	70.480	
442.500	26.995	167.300	2.825.000	106.500	
8.931	8.516	8.680	8.642	7.931	
10.957	12.262	12.146	14.386	11.984	
112,60%	107,37%	109,44%	108,96%	100,00%	
100,00%	111,91%	110,85%	131,29%	109,37%	
N.A.	N.A.	N.A.	N.A.	N.A.	
S	728	4.281	S	S	
S	1.185	5.600	S	S	
S	331	311	S	S	
S	538	407	S	S	
18.261	1.076	S	120.342	S (DRIVER)	
21.000	1.750	S	140.800	S (DRIVER)	
452	489	S	613	S	
520	795	S	717	S	
25.652	2.182	12.920	188.034	9.520	
29.500	3.550	16.900	220.000	11.900	
635	991	938	958	1.071	
730	1.613	1.227	1.120	1.339	
35.652	2.044	7.645	170.342	7.120	
41.000	3.325	10.000	199.300	8.900	
883	928	555	867	801	
1.015	1.510	726	1.015	1.002	
484.493	29.682	183.636	3.102.051	117.881	
11.997	13.483	13.332	15.797	13.265	
1	1	1	1	2	
NO	NO	YES	YES	NO	
NO	NO	YES	YES	NO	
40.3834	2.20149	13.7742	196.369	8.88656	0.703491

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

Prices are based on Recommended Retail Prices adjusted for equipment differences effective on 1 May 1997. 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).

00125



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	excl. tax incl. tax
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
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 MAY 97	

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 SE	1.9 TDi SE	1.9 TDi SE
521.488	25.761	2.148.476	93.864	10.399	25.490.000
631.000	31.095	2.638.000	115.200	16.300	31.518.100
12.913	13.164	13.014	14.225	13.709	13.147
15.625	15.889	15.980	17.458	21.489	16.256
111,76%	113,93%	112,63%	123,11%	118,65%	113,78%
102,02%	103,74%	104,33%	113,99%	140,30%	106,14%
N.A.	N.A.	N.A.	N.A.	N.A.	N.A.
S	S	S	S	S	S
S	S	S	S	S	S
57.025	1.939	150.313	7.794	972	2.360.000
69.000	2.230	184.885	9.400	1.495	2.808.400
1.412	991	911	1.181	1.281	1.217
1.709	1.139	1.120	1.425	1.971	1.448
46.281	S	138.281	7.463	764	2.170.000
56.000	S	170.086	9.000	1.175	2.582.300
1.146	S	838	1.131	1.007	1.119
1.387	S	1.030	1.364	1.549	1.332
672.413	33.097	2.809.794	122.064	17.164	33.549.952
16.651	16.912	17.020	18.499	22.627	17.304
1	1	1	1	1	1
NO	NO	YES	YES	NO	NO
NO	NO	YES	YES	NO	NO
40.3834	1.957	165.086	6.59857	0,758542	1938,87

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

Prices are based on Recommended Retail Prices adjusted for equipment differences effective on 1 May 1997. 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).

00187



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	excl. tax
	incl. tax
IN COUNTRY CURRENCY	excl. tax
AIR CONDITIONING	incl. tax
IN ECU CURRENCY	excl. tax
ABS	incl. tax
	excl. tax
IN COUNTRY CURRENCY	incl. tax
ABS	excl. tax
	incl. tax
IN ECU CURRENCY	
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 MAY 97	

00188

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 Marina	1.9 TDi SE	1.9 TDi SXE
537.826	25.437	173.270	2.670.434	114.460	10.019
618.500	39.995	220.400	5.666.710	144.700	15.850
13.318	11.554	12.579	13.599	12.880	14.242
15.316	18.167	16.001	28.857	16.283	22.530
115,26%	100,00%	108,87%	117,70%	111,47%	123,26%
100,00%	118,62%	104,47%	188,42%	106,32%	147,11%
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
1.367	1.311	1.271	S	1.215	S
1.572	2.133	1.663	S	1.519	S
25.652	2.455	7.645	S	7.120	S
29.500	3.995	10.000	S	8.900	S
635	1.115	555	S	801	S
730	1.815	726	S	1.002	S
657.860	42.929	235.249	6.019.873	154.221	16.793
16.290	19.500	17.079	30.656	17.354	23.871
1	1	1	1	2	1
NO	NO	YES	YES	NO	YES
NO	NO	YES	YES	NO	YES
40.3834	2.20149	13.7742	196.369	8.88656	0.703491

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

Prices are based on Recommended Retail Prices adjusted for equipment differences effective on 1 May 1997. 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).

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	840700	694793	39300	34174	3358500	2623828	140200	116252	18550	12058	40566000	33939076
Index	104	114	101	116	102	105	106	117	122	105	105	116
Options:												
Air Conditioning	54100	44711	2500	2174	s		10000	7940	1450	1145	s (A)	
Automatic Gearbox*	55000	45455	2700	2348	225000	175780	9200	7306	1400	1184	2500000	2100840
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=	40.3834		1.957		165.086		6.59857		0.75854		1938.87	

01-May-97

- 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)

Description

Volvo S40 1.8 (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	806490	696400	50740	33272	332937	249953	5500000	3608442	189550	150225	15055	12813
Index	100	114	115	100	121	120	140	122	107	112	107	121
Options:												
Air Conditioning	51418	44711	3200	1966	23786	18020	s		13400	10050	1080	916
Automatic Gearbox*	52273	45454	3800	2335	30000	22727	400000	344827	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		3 year		3 year		3 year	
Free Road Assistance	y		y		y		y		n		y	
Delivery Costs Included	y		n		y		n		n		n	
Currency 1 ECU=	40.3834		2.20149		13.7742		196.369		8.88656		0.70349	

01-May-97

- 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)

Description

Volvo S70 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	1029800	851074	47800	41565	4390000	3429688	164950	136774	23945	15565	48450000	40564286
Price Index	116	112	111	112	121	110	114	110	144	109	114	110
Major Options:												
Air Conditioning	54,100	44,711	3,450	3,000	s		11,000	8,734	1,450	1,144	s	
Automatic Gearbox	73,000	60,330	3,250	2,826	225,000	175,780	11,000	8,734	1,400	1,105	3,100,000	2,605,070
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=	40.3834		1.957		165.086		6.59857		0.75854		1938.87	

01-May-97

- 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)

00195

Description

Volvo S70 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	985092	851706	65345	42249	407100	297588	6554000	4133591	212650	168705	17665	15034
Price Index	111	112	135	102	134	114	152	111	109	100	114	113
Major Options:												
Air Conditioning	51,418	44,711	3,200	1,966	29,430	19,717	s		13,400	10,050	950	808
Automatic Gearbox	69,380	60,330	5,400	3,320	27,500	20,461	400,000	332,000	14,550	10,912	1,000	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=	40.3834		2.20149		13.7742		196.369		8.88656		0.70349	

01-May-97

- 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)

DAIHATSU MOTOR CO., LTD



DAIHATSU

DAIHATSU MOTOR CO., LTD



DAIHATSU

MANUFACTURER: DAIHATSU MOTOR CO., LTD.

DATE: May 1997

MODEL/VARIANT	MS	B		D		Esp		F		IRL		I	
		BEF		DM		Plas		FF		Ir&		Lit	
Description	Currency	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.
DAIHATSU CHARADE		Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax
1.3 QE 3door 2WD. 5MT. ★													
Recommended retail price		436,934	361,103	21,877	19,024	N/A	N/A	72,901	60,449	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	3	-	-	3	-	-	-	-	-
• Free roadside assistance	• Yes/No	No	No	No	No	-	-	No	-	-	-	-	-
• Delivery costs included	• Yes/No	No	No	No	No	-	-	No	-	-	-	-	-

Prices are recommended retail prices, effective on 1st May 1997. Final prices are set by dealers.

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

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

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

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

Major options: S (standard), Option price, N/A (not available)

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

MANUFACTURER: DAIHATSU MOTOR CO., LTD.

DATE: May 1997

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, OE 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	2,825,104	1,947,718	8,814	7,501	149,900	115,664	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	S	S	995	847	20,000	15,432	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	495	421.3	14,900	11,497	N/A	N/A
Air bag		N/A	N/A	N/A	N/A	N/A	N/A	295	251.1	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		3		-	
• Free roadside assistance	• Yes/No	No		No		No		Yes		No		-	
• Delivery costs included	• Yes/No	No		No		No		No		Yes		-	

Prices are recommended retail prices, effective on 1st May 1997. Final prices are set by dealers.

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

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

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

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

Major options: S (standard), Option price, N/A (not available)

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

FUJI HEAVY INDUSTRIES L.T.D.



SUBARU

FUJI HEAVY INDUSTRIES L.T.D.



SUBARU

00205

MANUFACTURER : FUJI HEAVY INDUSTRIES LTD. (SUBARU)

May 1, 1997

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		Incl. Tax	Incl. Tax	Incl. Tax	Incl. Tax	Excl. Tax	Excl. Tax
Recommended Retail Price		774.900	41.390	NA	139.000	21.795	45.684.669
MAJOR OPTIONS :							
* Airconditioning		65.000	NA	NA	9.800	NA	2.420.000
* Automatic gearbox		50.000	1.800	NA	NA	NA	3.255.000
* Power steering		S	S	NA	S	S	S
* ABS		55.000	S	NA	S	S	S
* Dual airbags		S	S	NA	S	S	NA
RIGHT HAND DRIVE***		NA	NA	NA	NA	NA	NA
OTHER INFORMATION :							
* Warranty condition	1yr and extra 2yrs powertrain/100.000kms	Yes	3yrs/100.000kms	--	1yr unlimited	3yrs/100.000kms	3yrs/unlimited
* Free road side assistance	Yes	Yes	Yes	--	Yes	Yes	Yes
* Delivery cost included	Yes	Yes	No	--	Yes	No	Yes

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)

May 1, 1997

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
		Excl. Tax	Excl. Tax	Excl. Tax	Excl. Tax	Excl. Tax	Excl. Tax
Recommended Retail Price		751.900	48.495	342.633	5.100.000	182.900	17.950,00
		653.826	31.893	254.129	2.676.433	137.215	14.472,34
MAJOR OPTIONS :							
* Airconditioning		62.000	4.300	28.400	250.000	11.500	1.550,00
* Automatic gearbox		50.000	3.500	23.700	NA	10.800	1.000,01
* Power steering		S	S	S	S	S	S
* ABS		53.000	2.500	15.133	S	9.000	S
* Dual airbags		S	S	S	S	S	S
RIGHT HAND DRIVE***		NA	NA	NA	NA	5.000	S
OTHER INFORMATION :							
* Warranty condition	1yr and extra 2yrs powertrain/100.000kms	Yes	1yr/unlimited	1yr/unlimited	1yr/unlimited	3yrs/100.000kms	3yrs/100.000kms
* Free road side assistance	No	No	No	No	No	Yes	Yes
* Delivery cost included	No	No	No	Yes	Yes	Yes	No

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.

HONDA MOTOR EUROPE, LTD



HONDA

HONDA MOTOR EUROPE, LTD



HONDA

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MANUFACTURER: HONDA

CIVIC 3D 1.4 S	MS Currency	Belgium		Germany		Spain		France		Ireland		Italy	
		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		531,431	439,613	26,689	23,209	2,316,511	1,888,263	91,419	72,181	12,769	8,434	24,962,943	19,712,077
Major Options:													
- air conditioning		NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	1,800,000	1,512,605
- automatic gearbox		35,000	28,925	1,800	1,565	NA	NA	6,500	5,390	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		638,283	539,796	30,936	26,162	2,611,491	2,208,540	104,198	88,121	-	-	30,624,882	25,899,490
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		Germany		Spain		France		Ireland		Italy	
		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		827,052	664,107	39,979	34,765	3,354,229	2,643,237	128,642	100,649	20,586	13,194	40,118,324	32,278,866
Major Options:													
- air conditioning		50,000	39,500	NA	NA	NA	NA	10,000	8,292	NA	NA	2,160,000	1,815,127
- automatic gearbox		38,000	31,405	1,800	1,565	260,000	187,200	9,000	7,462	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		954,555	810,281	46,264	39,272	3,905,496	3,315,207	155,829	132,277	-	-	45,799,652	38,877,351
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 May 1997. 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		505,203	439,613	33,284	22,847	188,863	143,203	3,231,035	2,128,148	117,743	96,751	10,832	9,120
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	220,000	166,000	9,800	7,693	1,000	851
- 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		638,283	539,796	34,791	29,423	217,937	184,309	3,103,884	2,624,958	138,892	117,461	-	-
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	yes	yes	yes	yes	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		780,496	664,107	49,437	32,837	284,143	212,472	5,224,564	3,169,326	172,758	145,162	16,332	13,823
Major Options:													
- air conditioning		50,000	39,500	NA	NA	NA	NA	NA	NA	NA	NA	600	511
- automatic gearbox		36,114	31,403	3,500	2,151	NA	NA	NA	NA	11,800	9,250	900	766
- 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		954,555	810,281	52,030	44,166	325,925	276,664	4,641,873	3,940,286	207,714	176,319	-	-
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	yes	yes	yes	yes	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 May 1997. 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
 or 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

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MODEL/VARIANT	MS Currency	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 Mazda 121 3HB 1.3L M5 LX													
Recommended Retail Price		377,400	311,901	19,090	16,600	NA	NA	63,050	52,279	10,420	6,813	17,718,550	13,889,500
Major Options													
Air Conditioning		33,000	27,273	NA	NA			1,750	1,451	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	690	600			5,000	4,146	NA	NA	NA	NA
Air Bag		20,000	16,529	S	S			2,000	1,658	395	258	300,000	252,100
Right-hand Drive													
Please refer to the information given below under the heading "Right-hand drive".													
Other Information													
Warranty Conditions	No of Years	36months/100,000km	36months/100,000km	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 May, 1997. 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, L, 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.

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MODEL/VARIANT	MS	L		NL**		OE		P**		SW		UK	
Description	Currency	LF		G		AS		ESC		SKR		£	
Mazda 121		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
3HB 1.3L M5 LX													
Recommended Retail Price		360,641	313,601	23,660	16,629	139,900	107,948	NA	NA	NA	NA	7,576	6,448
Major Options													
Air Conditioning		31,364	27,273	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
Automatic Gearbox		NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
Power Steering		10,455	9,091	NA	NA	12,000	9,259	NA	NA	NA	NA	S	S
ABS		NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
Air Bag		19,008	16,529	780	480	set w/PS	set w/PS	NA	NA	NA	NA	NA	NA
Right-hand Drive													
Please refer to the information given below under the heading "Right-hand drive".													
Other Information													
Warranty Conditions	No of Years	36months/100,000km	36months/100,000km	36months/100,000km	36months/100,000km	36months/100,000km	36months/100,000km	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	No	No	No	No	No	Yes	Yes
Delivery Costs Included	Yes/No	Yes	Yes	No	No	Yes	Yes	No	No	No	No	No	No

- Prices are recommended retail prices, effective on 1 May, 1997. 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, L, 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.

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MODEL/VARIANT	MS Currency	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
Mazda 323													
5HB 1.5L M5 GLX													
Recommended Retail Price		569,000	470,247	28,680	24,939	2,642,800	2,148,617	101,100	83,832	15,822	10,346	29,295,000	23,607,625
Major Options													
Air Conditioning		48,500	40,083	NA	NA	214,000	184,483	9,500	7,877	NA	NA	1,999,200	1,680,000
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	690	600	NA	NA	5,000	4,146	933	610	2,177,700	1,830,000
Air Bag		S	S	S	S	S	S	2,000	1,658	S	S	(incl. Air Bag)	(incl. Air Bag)
Right-hand Drive													
Please refer to the information given below under the heading "Right-hand drive".													
Other Information													
Warranty Conditions	No of Years	36months/100,000km	36months/100,000km	36months/100,000km	36months/100,000km	36months/100,000km	36months/100,000km	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 May, 1997. 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" except for UK, SU, F.

** 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	L		NL**		OE		P**		SW		UK	
		LF		G		AS		ESC		SKR		£	
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 323 5HB 1.5L M5 GLX		542,739	471,947	40,860	27,200	221,300	169,189	3,853,000	2,560,119	NA	NA	12,426	10,575
Recommended Retail Price													
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	950	584	S	S	S	S			S	S
Right-hand Drive													
Please refer to the information given below under the heading "Right-hand drive".													
Other Information													
Warranty Conditions	No of Years	36months/100,000km	36months/100,000km	36months/100,000km	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	No	No	No			Yes	
Delivery Costs Included	Yes/No	Yes	Yes	No	No	Yes	Yes	No	No			No	

- Prices are recommended retail prices, effective on 1 May, 1997. 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" except for UK, SU, F.
- * 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.

00222

MODEL/VARIANT	MS Currency	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													
Mazda 626													
5HB 1.8L M5 GLX													
Recommended Retail Price		655,150	541,448	34,290	29,817	NA	NA	119,700	99,254	17,757	11,611	NA	NA
Major Options													
Air Conditioning		S	S	2,500	2,174			11,000	9,121	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			2,000	1,658	S	S		
Right-hand Drive													
Please refer to the information given below under the heading "Right-hand drive".													
Other Information													
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	Yes			Yes	Yes				
Delivery Costs Included	Yes/No	No	No	No	No			No	No				

- Prices are recommended retail prices, effective on 1 May, 1997. 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, L, DK, and OE

: Driver's side only for F, 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.

00222

MODEL/VARIANT		L		NL**		OE		P**		SW		UK	
Description	Currency	LF		G		AS		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
Mazda 626													
5HB 1.8L M5 GLX													
Recommended Retail Price		624,618	543,148	45,575	30,099	247,800	187,726	NA	NA	162,100	128,265	13,729	11,684
Major Options													
Air Conditioning		S	S	S	S	S	S			S	S	S	S
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		S	S	3,050	1,875	S	S			S	S	NA	NA
Air Bag		S	S	S	S	S	S			S	S	S	S
Right-hand Drive													
Please refer to the information given below under the heading "Right-hand drive".													
Other Information													
Warranty Conditions	No of Years	36months/100,000km	36months/100,000km	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	No			Yes	Yes	Yes	Yes
Delivery Costs Included	Yes/No	Yes	Yes	No	No	Yes	Yes			Yes	Yes	No	No

- Prices are recommended retail prices, effective on 1 May, 1997. 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, L, DK, and OE

: Driver's side only for F, 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.

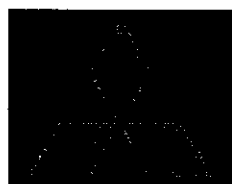
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MITSUBISHI MOTORS EUROPE B.V.



MITSUBISHI

MITSUBISHI MOTORS EUROPE B.V.



MITSUBISHI

00227

MANUFACTURER: MITSUBISHI MOTORS CORPORATION

DATE: MAY 1st, 1997

Model/Variant	MS	B		D		E		F		IRL		I
Description	Currency	BFR		DM		PTA		FF		IRL		LIT
Mitsubishi Colt 1.3 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		491,810	406,455	23,490	20,426	NA	NA	NA	NA	13,222	8,646	NA
Major Options												
* Air Conditioner		62,000	51,240	2,990	2,600	NA	NA	NA	NA	NA	NA	NA
* Automatic Gearbox		45,000	37,190	2,200	1,913	NA	NA	NA	NA	NA	NA	NA
* Power Steering		S	S	S	S	NA	NA	NA	NA	S	S	NA
* ABS		NA	NA	1,650	1,434	NA	NA	NA	NA	NA	NA	NA
* Driver Airbag		S	S	S	S	NA	NA	NA	NA	S	S	NA
* Passenger Airbag		S	S	S	S	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		NA		NA		3		NA
*Free Roadside Assistance	Yes/No	YES		YES		NA		NA		Yes		NA
*Delivery Cost Included	Yes/No	YES		NO		NA		NA		No		NA

Prices are recommended retail prices effective on 1 May 1997. 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

00222

MANUFACTURER: MITSUBISHI MOTORS CORPORATION

DATE: MAY 1st, 1997

Model/Variant	MS	L		NL		OE		P		SW		UK	
		BEF		HFL		ATS		ESC		SEK		UKL	
Description	Currency	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.	Incl.	Excl.
		Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax	Tax
Mitsubishi													
Colt													
1.3 GLX													
Recommended Retail Price		467,360	406,400	29,725	20,356	178,795	140,783	3,172,300	2,272,636	NA	NA	10,725	9,128
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 May 1997. 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: MAY 1st, 1997

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	Excl. Tax
Recommended Retail Price		613,710	507,198	32,490	28,252	NA	NA	NA	NA	15,160	9,913	30,888,000
Major Options												25,956,303
* Air Conditioner		58,500	48,347	NA	NA	NA	NA	NA	NA	NA	NA	S
* Automatic Gearbox		45,000	37,190	2,500	2,174	NA	NA	NA	NA	1,100	719	3,000,000
* Power Steering		S	S	S	S	NA	NA	NA	NA	S	S	S
* ABS		NA	NA	S	S	NA	NA	NA	NA	NA	NA	S
* Driver Airbag		S	S	S	S	NA	NA	NA	NA	S	S	S
* Passenger Airbag		24,000	19,835	S	S	NA	NA	NA	NA	NA	NA	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 May 1st, 1997. 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: MAY 1st, 1997

Model/Variant	MS	L		NL		OE		P		SW		UK	
Description	Currency	LFR		HFL		ATS		ESC		SEK		UKL	
Mitsubishi													
Carisma													
5 dr-1.6 GLX													
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
		586,208	509,746	42,505	28,211	254,800	197,519	3,948,000	2,502,377	153,125	113,441	12,150	10,340
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	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 May 1st, 1997. 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

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 CYPIA 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	379,350	313,512	20,205	17,570	1,633,064	1,327,694	63,870	52,960	10,690	6,990	19,037,000	15,997,479
MAJOR OPTIONS												
* AIR CONDITIONING	N.A.		1,950	1,696	160,000	130,081	7,700	6,385	N.A.		N.A.	
* AUTOMATIC GEARBOX	40,000	33,058	1,770	1,539	N.A.		N.A.		1,205	996	N.A.	
* POWER STEERING	N.A.		STD		N.A.		STD		425	351	STD	
* ABS	N.A.		1,390	1,209	N.A.		N.A.		N.A.		N.A.	
* AIRBAG DRIVER	14,000	11,570	STD		N.A.		STD		400	331	STD	
* AIRBAG PASSENGER	N.A.		N.A.		N.A.		N.A.		N.A.		N.A.	
RIGHT HAND DRIVE **)	379,350	313,512	20,205	17,570	1,633,064	1,327,694	63,870	52,960	10,690	6,990	19,037,000	15,997,479
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"

00237

MANUFACTURER : NISSAN

MODEL: MICRA	L		NL		OE		P		SW		UK	
CURRENCY	1.0 GX 3 DOOR		1.0 GX 3 DOOR		1.0 GX 3 DOOR		1.0 GX 3 DOOR		1.0 GX 3 DOOR		1.0 GX 3 DOOR	
	LFR		DFL		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	360,539	313,512	24,994	17,510	137,300	107,940	2,130,000	1,601,230	87,400	69,920	9,245	7,868
MAJOR OPTIONS												
* AIR CONDITIONING	N.A.		N.A.		N.A.		180,000	153,846	N.A.		1,380	1,174
* AUTOMATIC GEARBOX	40,000	34,783	3,500	2,979	14,000	11,667	N.A.		N.A.		1,200	1,021
* POWER STEERING	N.A.		STD		6,500	5,417	STD		N.A.		N.A.	
* ABS	N.A.		3,300 (on request)	2,809	N.A.		N.A.		N.A.		N.A.	
* AIRBAG DRIVER	14,000	12,174	750 (on request)	638	STD		STD		STD		STD	
* AIRBAG PASSENGER	N.A.		N.A.		N.A.		N.A.		N.A.		N.A.	
RIGHT HAND DRIVE **)	360,539	313,512	24,994	17,510	137,300	107,940	2,130,000	1,601,230	87,400	69,920	9,245	7,868
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 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 "CYPLA"
- ITALY: SELECTED MODEL IS 1.0 "JIVE"
- AUSTRIA: SELECTED MODEL IS 1.0 "FUNKY MOUSE"
- GREECE : SELECTED MODEL IS 1.0 "SUPER JIVE"

00238

MANUFACTURER : NISSAN

MODEL: ALMERA	B		D		E		F		IRL		I	
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	
	BFR		DM		PTA		FFR		IP		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	505,350	417,645	26,515	23,057	2,233,000	1,815,447	86,500	71,725	13,985	9,145	24,553,000	20,632,773
MAJOR OPTIONS												
* AIR CONDITIONING	N.A.		1,950 (excl installation)	1,696	160,000		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 **)	505,350	417,645	26,515	23,057	2,233,000	1,815,447	86,500	71,725	13,985	9,145	24,553,000	20,632,773
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&DENMARK: SELECTED MODEL IS 1.4 GX 4 DOOR (5 DOOR NOT AVAILABLE).

00239

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	
	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	480,292	417,645	33,366	22,656	194,900	150,386	3,375,000	2,295,617	130,400	104,320	12,350	10,511
MAJOR OPTIONS												
* AIR CONDITIONING	N.A.		STD.		5,000	4,167	220,000	188,034	N.A.		1,466	1,248
* AUTOMATIC GEARBOX	N.A.		N.A.		20,000	16,667	N.A.		N.A.		N.A.	
* POWER STEERING	STD		STD		STD		STD		STD		STD	
* ABS	N.A.		3,500 (WITH ABAG PASSENGER)	2,979	N.A.		N.A.		N.A.		N.A.	
* AIRBAG DRIVER	STD		STD		STD		STD		STD		STD	
* AIRBAG PASSENGER	18,000	15,652	3,500 With ABS)	2,979	STD		N.A.		N.A.		N.A.	
RIGHT HAND DRIVE (**)	480,292	417,645	33,366	22,656	194,900	150,386	3,375,000	2,295,617	130,400	104,320	12,350	10,511
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 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&DENMARK: SELECTED MODEL IS 1.4 GX 4 DOOR (5 DOOR NOT AVAILABLE).

00240

MANUFACTURER: NISSAN

MODEL: PRIMERA	B		D		E		F		IRL		I	
	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	
CURRENCY	BFR		DM		PTA		FFR		IP		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
	601,600	497,190	31,875	27,717	2,608,296	2,120,566	106,400	88,226	16,445	10,753	31,235,000	26,247,899
RECOMMENDED RETAIL PRICE												
MAJOR OPTIONS												
* AIR CONDITIONING	N.A.		DLR OPT	0	160,000	130,081	N.A.		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.	672,269
* AIRBAG DRIVER	STD		STD		STD		STD		STD		800,000	
* AIRBAG PASSENGER	STD		STD		N.A.		NA		STD		N.A.	
RIGHT HAND DRIVE **)	601,600	497,190	31,875	27,717	2,608,296	2,120,566	106,400	88,226	16,445	10,753	31,235,000	26,247,899
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:

00241

MANUFACTURER : NISSAN

MODEL: PRIMERA	L		NL		OE		P		SW		UK	
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	
	LFR		DFL		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	571,769	497,190	41,799	27,842	241,100	186,034	4,215,000	2,709,141	153,900	123,120	14,275	12,149
MAJOR OPTIONS												
* AIR CONDITIONING	N.A.		STD		5,000	4,167	245,000	209,402	N.A.		345	294
* AUTOMATIC GEARBOX	N.A.		N.A.		22,000	18,333	N.A.		N.A.		(+ deletion of SR) N.A.	
* POWER STEERING	STD		STD		STD		STD		STD		STD	
* ABS	STD		2,750 (on request)	2,340	N.A.		N.A.		STD		STD	
* AIRBAG DRIVER	STD		STD		STD		STD		STD		STD	
* AIRBAG PASSENGER	STD		STD		STD		N.A.		N.A.		275	234
RIGHT HAND DRIVE **)	571,769	497,190	41,799	27,842	241,100	186,034	4,215,000	2,709,141	153,900	123,120	14,275	12,149
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:

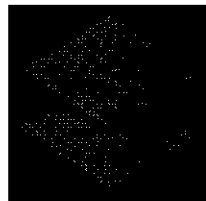
- PRICES ARE RECOMMENDED RETAIL PRICES, EFFECTIVE ON 1ST NOVEMBER 1996. FINAL PRICES ARE SET BY DEALERS.
- RECOMMENDED PRICE = ADJUSTED FOR EQUIPMENT DIFFERENCES (UK AS BENCHMARK)
- MAJOR OPTIONS: STD (STANDARD), OPTION PRICE, NA (NOT AVAILABLE)
- DENMARK, FINLAND AND GREECE: NOT FOR PUBLICATION

**) 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:

00242

SUZUKI MOTOR CORPORATION



SUZUKI

MANUFACTURER : SUZUKI MOTOR CORPORATION

DATE : 15th May, 1997

MODEL/VARIANT	MS	B		D		E		F		IRL		I	
Description	Currency	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
SUZUKI													
Swift 1.0 GLS 3D													
993cc 5G													
Recommended retail price		329,000	271,901	15,985	13,900	N/A	N/A	54,779	45,422	8,938	5,845	15,697,380	12,191,072
Major options													
• air conditioning		65,300	53,967	N/A	N/A	N/A	N/A	7,000	5,804	N/A	N/A	1,700,000	1,428,571
• automatic gearbox		40,000	33,058	1,680	1,461	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
• power steering		S	S	500	435	N/A	N/A	N/A	N/A	N/A	N/A	S	S
• ABS		N/A	N/A	1,350	1,174	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	S	S	N/A	N/A
Right-handed Drive*		332,745	274,996	16,158	14,050	N/A	N/A	55,389	45,928	8,938	5,845	15,874,230	12,339,686
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	3 Yr/Unlimited	3 Yr/Unlimited	3 Yr/Unlimited	3 Yr/100,000Km	3 Yr/100,000Km
• free roadside assistance**	yes/no	No	No	Yes	Yes	-	-	No	No	No	No	No	No
• delivery costs included***	yes/no	Yes	Yes	No	No	-	-	No	No	No	No	Yes	Yes

- Prices are recommended retail prices of pre-facelift model, effective on 1st May, 1997. 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 May, 1997

MODEL/VARIANT	MS	L	NL	OE	P	SW	UK
Description	Currency	I.F	G	ATS	Esc	S.Kr	£
SUZUKI							
Swift 1.0 GLS 3D		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax
993cc 5G							
Recommended retail price		316,000	274,783	20,995	14,990	99,921	1,467,984
Major options							
• air conditioning		62,100	54,000	N/A	N/A	N/A	N/A
• automatic gearbox		38,000	33,043	2,100	1,291	N/A	N/A
• power steering		S	S	S	6,000	4,762	N/A
• ABS		N/A	N/A	N/A	N/A	N/A	N/A
• air bag		S	S	S	S	S	N/A
Right-handed Drive*		319,561	277,879	21,270	15,159	100,977	1,483,036
Other information							
• warranty condition	no of years	1 Yr/Unlimited	3 Yr/100,000Km	3 Yr/100,000Km	1 Yr/Unlimited	1,988,051	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 May, 1997. 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

00248

MANUFACTURER : SUZUKI MOTOR CORPORATION

DATE : 15th May, 1997

MODEL/VARIANT	MS	B		D		E		F		IRL		I
Description	Currency	FB		DM		Peset.		FF		Ir. £		Lira
SUZUKI												
Baleno 1.6 GLX 4D		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Excl. Tax
1,590cc 5G												
Recommended retail price		509,000	420,661	25,822	22,454	2,011,848	1,635,649	81,222	67,348	12,689	8,298	23,440,000
Major options												
• air conditioning		65,300	53,967	2,350	2,043	179,300	145,773	7,500	6,219	N/A	N/A	2,200,000
• 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	1,850	1,609	N/A	N/A	8,000	6,634	N/A	N/A	1,800,000
• air bag		30,000	24,793	S	S	N/A	N/A			S	S	950,000
Right-handed Drive*		512,399	423,470	25,979	22,590	2,025,971	1,647,131	81,775	67,807	12,689	8,298	23,600,470
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/100,000Km	3 Yr/Unlimited	3 Yr/Unlimited	3 Yr/100,000Km
• free roadside assistance**	yes/no	No	Yes	Yes	Yes	Yes	Yes	No	No	No	No	No
• delivery costs included***	yes/no	Yes	No	No	No	No	No	No	No	No	No	Yes

• Prices are recommended retail prices, effective on 1st May, 1997. 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 May, 1997

MODEL/VARIANT	MS	L		NL		OE		P	SW		UK
Description	Currency	LF		G		ATS		Esc	S.Kr		£
SUZUKI											
Baleno 1.6 GLX 4D		Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Excl. Tax	Incl. Tax	Incl. Tax	Excl. Tax	Excl. Tax
1,590cc 5G											
Recommended retail price		486,000	422,609	29,995	20,522	189,398	144,800	3,429,691	2,037,937	117,646	92,702
Major options											
• air conditioning		62,100	54,000	495	304	20,000	15,291	S	S	9,900	7,920
• automatic gearbox		47,000	40,870	3,100	1,905	17,000	10,147	N/A	N/A	9,500	7,600
• power steering		S	S	S	S	S	S	S	S	S	S
• ABS		N/A	N/A	1,795	1,103	20,000	15,291	N/A	N/A	8,500	6,800
• air bag		28,000	24,348	S	S	S	S	N/A	N/A	S	S
Right-handed Drive*		489,231	425,418	30,244	20,675	190,651	145,758	3,445,671	2,051,595	118,419	93,320
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	1 Yr/Unlimited	5 Yr/100,000Km	3 Yr/60,000miles		
• free roadside assistance**	yes/no	No	No	No	No	Yes	Yes	No	No	Yes	Yes
• delivery costs included***	yes/no	Yes	No	No	No	Yes	Yes	Yes	No	Yes	No

• Prices are recommended retail prices, effective on 1st May, 1997. 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

00250

MANUFACTURER : TOYOTA MOTOR CORPORATION

MODEL/VARIANT	HS	B		D		E		F		IRL		I	
DESCRIPTION	CURRENCY	B.FR		DM		PTA		F.FR		IR £		LIT	
TOYOTA STARLET 3DR H/B 1.3 XL 5M/T		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	340877	281717	17980	15635	-	-	61572	51055	10491	6780	-	-
	MAJOR OPTIONS :												
	* AIR CONDITIONING	N/A	N/A	2300	2000	-	-	N/A	N/A	N/A	N/A	-	-
	* AUTOMATIC GEARBOX	46000	38017	1300	1130	-	-	N/A	N/A	1075	695	-	-
* POWER STEERING	STD	STD	N/A	N/A	-	-	N/A	N/A	STD	STD	-	-	
* ABS	20000	16529	1100	957	-	-	N/A	N/A	N/A	N/A	-	-	
* AIR BAG (DRIVER)	PACK	PACK	STD	STD	-	-	N/A	N/A	N/A	STD	STD	-	-
RIGHT HAND DRIVE		N/A	N/A	N/A	N/A	-	-	N/A	N/A	10491	6780	-	-
OTHER INFORMATION													
* WARRANTY CONDITION	N° OF YEARS YES/NO	3Yr/100,000km YES	3Yr/100,000km	3Yr/100,000km YES	3Yr/100,000km	-	-	3Yr/100,000km NO	3Yr/100,000km	3Yr/100,000km YES	3Yr/100,000km	-	-
* FREE ROADSIDE ASSISTANCE INCLUDED													
* DELIVERY COSTS INCLUDED	YES/NO	YES	YES	NO	NO	-	-	NO	NO	NO	NO	-	-

- Prices are recommended retail prices, effective May 1, 1997. 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	LUX	NL	OE	P	SW	UK
DESCRIPTION	CURRENCY	LUX.FR	D.GL	A.SCH	ESC	S.KR	UK £
TOYOTA							
STARLET 3DR H/B							
1.3 XL 5M/T							
RECOMMENDED RETAIL PRICE		340877	23220	133798	2301006	86751	6526
MAJOR OPTIONS :							
* AIR CONDITIONING		N/A	990	N/A	267579	N/A	N/A
* AUTOMATIC GEARBOX		46000	2950	N/A	N/A	N/A	702
* POWER STEERING		STD	STD	N/A	93366	STD	STD
* ABS		20000	1500	5000	108810	N/A	N/A
* AIR BAG (DRIVER)		PACK	STD	STD	31122	STD	STD
RIGHT HAND DRIVE		N/A	N/A	N/A	N/A	N/A	6526
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
* FREE ROADSIDE ASSISTANCE INCLUDED	YES/NO	YES	NO	NO	NO	YES	YES
* DELIVERY COSTS INCLUDED	YES/NO	YES	NO	NO	YES	YES	NO

- Prices are recommended retail prices, effective May 1, 1997. 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	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	
TOYOTA COROLLA 3DR H/B 1.3 KL 5N/T												LIT
RECOMMENDED RETAIL PRICE		538149	444751	25080	21809	-	-	88041	73002	14127	9129	-
MAJOR OPTIONS :												
* AIR CONDITIONING		61711	51001	2700	2348	-	-	N/A	N/A	N/A	N/A	-
* AUTOMATIC GEARBOX		40000	33058	1500	1304	-	-	N/A	N/A	1075	695	-
* POWER STEERING		STD	STD	STD	STD	-	-	STD	STD	STD	STD	-
* ABS		39500	32645	STD	STD	-	-	N/A	N/A	N/A	N/A	-
* AIR BAG (DRIVER)		STD	STD	STD	STD	-	-	N/A	N/A	STD	STD	-
RIGHT HAND DRIVE		N/A	N/A	N/A	N/A	-	-	N/A	N/A	14127	9129	-
OTHER INFORMATION												
* WARRANTY CONDITION	N° OF YEARS YES/NO	3Yr/100,000km YES	3Yr/100,000km YES	3Yr/100,000km YES	3Yr/100,000km YES	-	-	3Yr/100,000km NO	3Yr/100,000km NO	3Yr/100,000km YES	3Yr/100,000km NO	-
* FREE ROADSIDE ASSISTANCE INCLUDED	YES/NO	YES	YES	NO	NO	-	-	NO	NO	NO	NO	-
* DELIVERY COSTS INCLUDED	YES/NO	YES	YES	NO	NO	-	-	NO	NO	NO	NO	-

- Prices are recommended retail prices, effective May 1, 1997. 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	
		INCL. TAX	EXCL. TAX	INCL. TAX	EXCL. TAX	INCL. TAX	EXCL. TAX	INCL. TAX	EXCL. TAX	INCL. TAX	EXCL. TAX	INCL. TAX	EXCL. TAX
TOYOTA													
COROLLA 3DR H/B													
1.3 XL 54/T													
RECOMMENDED RETAIL PRICE		536149	444751	34739	23437	204788	158016	3124016	2170201	123362	96689	11286	9605
MAJOR OPTIONS :													
* AIR CONDITIONING		61711	51001	990	843	N/A	N/A	STD	STD	N/A	N/A	535	455
* AUTOMATIC GEARBOX		40000	33058	3500	2979	15456	11926	N/A	N/A	8000	6400	650	553
* POWER STEERING		STD	STD	STD	STD	STD	STD	STD	STD	STD	STD	STD	STD
* ABS		39500	32645	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		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	11286	9605
OTHER INFORMATION													
* WARRANTY CONDITION													
* FREE ROADSIDE ASSISTANCE INCLUDED													
* DELIVERY COSTS INCLUDED													
N° OF YEARS YES/NO		3Yr/100,000km YES	3Yr/100,000km YES	3Yr/100,000km NO	3Yr/100,000km NO	3Yr/100,000km NO	3Yr/100,000km NO	3Yr/100,000km NO	3Yr/100,000km NO	3Yr/100,000km YES	3Yr/100,000km YES	3Yr/100,000km YES	3Yr/100,000km YES
YES/NO		YES	YES	NO	NO	NO	NO	YES	YES	YES	YES	NO	NO

- Prices are recommended retail prices, effective May 1, 1997. 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	B		D		E		F		IRL		I
DESCRIPTION		B.ER		DM		PTA		F.ER		IR £		LIT
TOYOTA		INCL. TAX	EXCL. TAX	INCL. TAX	EXCL. TAX	INCL. TAX	EXCL. TAX	INCL. TAX	EXCL. TAX	INCL. TAX	EXCL. TAX	EXCL. TAX
CARINA E 4DR S/D 1.8 GL S/D 5M/T		691670	571628	33900	29478	2892627	2236428	123278	102221	17516	11320	28219815
MAJOR OPTIONS :												
* AIR CONDITIONING		65097	53799	2800	2435	149000	116406	N/A	N/A	N/A	N/A	2000000
* AUTOMATIC GEARBOX		50000	41322	2770	2409	245000	191406	N/A	N/A	1900	1228	3300000
* POWER STEERING		STD	STD	STD	STD	STD	STD	STD	STD	STD	STD	STD
* ABS		28100	23223	STD	STD	106000	82821	N/A	N/A	N/A	N/A	STD
* AIR BAG (DRIVER)		STD	STD	STD	STD	STD	STD	STD	STD	STD	STD	STD
RIGHT HAND DRIVE		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	17516	11320	33581580
OTHER INFORMATION												
* WARRANTY CONDITION	N° OF YEARS YES/NO	3Yr/100,000km YES		3Yr/100,000km YES		3Yr/100,000km YES		3Yr/100,000km NO		3Yr/100,000km YES		3Yr/100,000km YES
* FREE ROADSIDE ASSISTANCE INCLUDED	YES/NO	YES		NO		YES		NO		NO		NO
* DELIVERY COSTS INCLUDED												

- Prices are recommended retail prices, effective May 1, 1997. 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	HS	LUX		NL		OE		P		SW		UK	
DESCRIPTION	CURRENCY	LUX.FR		D.GL		A.SCH		ESC		S.KR		UK £	
TOYOTA													
CARINA E 4DR S/D													
1.8 GL S/D 5A/T													
RECOMMENDED RETAIL PRICE													
MAJOR OPTIONS :													
* AIR CONDITIONING		691670	571628	45571	30095	268317	205135	5045386	3173848	158609	126887	13190	11225
* AUTOMATIC GEARBOX		65097	53799	1500	1277	N/A	N/A	STD	STD	6900	5520	N/A	N/A
* POWER STEERING		50000	41322	4055	3451	31026	23720	N/A	N/A	11000	8800	850	723
* ABS		STD	STD	STD	STD	STD	STD	STD	STD	STD	STD	STD	STD
* AIR BAG (DRIVER)		28100	23223	1500	1277	STD	STD	STD	STD	STD	STD	STD	STD
* RIGHT HAND DRIVE		STD	STD	STD	STD	STD	STD	STD	STD	STD	STD	STD	STD
OTHER INFORMATION		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	13190	11225
* 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 May 1, 1997. 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)

00204

