

Press Release



Sales growth continues apace in 2018 in the European caravanning industry

Frankfurt, 25 May 2018

Having registered outstanding sales in 2017, the first four months of this year have also seen excellent results for the European caravanning industry. Virtually all of Europe's national leisure vehicle markets have reported substantial sales growth from January through April 2018. During this period, the numbers of newly registered leisure vehicles rose by 8.7 percent, to around 76,000 units, for the European market as a whole. Thus, the prospects seem highly promising for substantial sales growth for 2018.

The outstanding sales results for new caravans and motor caravans in the European market (an 8.7 percent increase in sales for the period January through April 2018, relative to the same period last year) come on the heels of last year's outstanding sales performance for the European caravanning market. During the first four months of this year, a total of 75,983 new leisure vehicles rolled out of dealers' showrooms in Europe, with virtually all national markets registering sales growth. Particularly impressive were sales in Norway (+18.9 percent), Spain (+18.5 percent), Germany (+16.0 percent), Denmark (+14.3 percent) and Belgium (+13.4 percent).

Sales of motor caravans in the European market this year have outstripped the record sales in the prior year for January through April. With 47,851 new vehicles sold, sales were up 15.2 percent over the prior year's sales. Germany remains by far the national market with the highest sales, registering a sales increase of 19.8 percent for the first four months of this year, relative to the same period in 2017. Germany is indisputably heading for its eighth successive year of record sales and thus remains the main driver of sales growth in the European motor caravan sector. Other national motor caravan markets are also doing quite well for themselves. Particularly notable in this regard are the excellent sales growth rates in Norway, Belgium and France, where sales for the first four months of this year are up 44.2

percent, 15.9 percent and 12.5 percent, respectively. Even more striking is the outstanding sales growth that has been achieved in the key southern European markets of Spain and Italy, where sales are up 27.0 percent and 16.6 percent, respectively. These markets have been stabilising for several years and are now on a major upswing.

Since the beginning of the year, the European caravan segment has kept pace with last year's positive results, with 28,132 new vehicles sold (-0.7 percent). Particularly noteworthy in this regard are the strong sales figures for the period in Germany, where 9,088 units were sold during the first four months of this year, representing an 8.8 percent jump relative to the same period last year.

"With its double-digit sales growth, 2017 was an outstanding year for the European caravanning industry, and we're pleased to see that this trend is continuing this year as well," said Jost Krüger, General Secretary of the European Caravan Federation (ECF), continuing on an optimistic note: "We're expecting to see growth in both vehicle segments in virtually all national markets, and figure on breaking the 200,000 mark for sales of new leisure vehicles this year, for the first time since 2007."

Some of the figures in this press release are preliminary. This press release contains estimated figures as at 25 May 2018.

For further information about caravanning, please visit our web sites:

www.civd.de or www.caravaning-info.de.

The European Caravan Federation

The European Caravan Federation (ECF), which is headquartered in Zurich, Switzerland, is an umbrella organization that represents the interests of the national associations of the European leisure vehicle industry. François Feuillet and Jost Krüger are, respectively, president and general secretary of the ECF. Founded in 1964, the ECF is composed of 12 national organizations, each of which represents the interests of the manufacturing arm of the leisure vehicle industry in each of the EU member states. The ECF is the lobbying organization, Brussels, for the European leisure vehicle industry. In this capacity, the ECF lobbies EU legislators on political, economic, and technical matters that are of concern to ECF members. The ECF's head office is located in Zurich, Switzerland.