Press release

HEAVY SITUATION FOR LIGHT COMMERCIAL VEHICLES IN 2009: -21.5%
also in 2010 it is essential to sustain the sector by incentives

Turin, 11th January 2010 – With 19,141 units delivered in December, down by 0.8% on December 2008 (19,303 deliveries), the year 2009 closed in great difficulty as for LCV sector: a heavy fall was recorded on 2008 (down by 21.5%), with 181,243 units totally delivered on 230,918 deliveries scored in 2008, when the market dropped by 8.7% after some serious fall (2-digit percentage) as from August 2008.

"*The light deceleration recorded in December (down by 0.8%) is, however, to be interpreted* – commented ANFIA Director General Guido Rossignoli – *in that the comparison has been made on December 2008 closing down by 24.6%, namely at very low market levels, then even worsened during the year, especially due to the heavy consequences of the economic financial crisis undergone by the automotive sector. It is now essential to strengthen the confidence climate of the economic operators, and to encourage their investments by extending the governmental incentives, that represented a vital sustain in 2009, without which the recovery of the sector would certainly be heavily delayed".*

In December Domestic Makes scored 9,576 deliveries, down by 8.2% on December 2008, Considering the whole year (2009), total deliveries posted were 92,458 on 124,196 in the previous year (down by 25.6%).

With 7,591 vehicles delivered in December (down by 7.9% on December 2008), ***FIAT PROFESSIONAL*** obtained the best result in 2009: the Manufacturer confirmed to be the real market leader also in December, with a share of 39.7%. A good sale performance was recorded by Ducato (2,257 deliveries, record of the year); also Fiorino performed quite well, above all thanks to *Natural Power* versions (1,361 deliveries, record of the year).
In the progressive since the beginning of the year, total volumes recorded were close to 72,212 units (down by 27.6%); with this result the market share was nearly of 40% (39.8%). All the range *Natural Power* – with methane motorizations – was successful, recording the most important presence on the market, and thanks to it FIAT PROFESSIONAL confirmed the internal policy aimed at heavily reducing the environmental impact and favoring the sustainable mobility.

With 1,570 deliveries in December, ***IVECO*** recorded its best monthly success in 2009 in terms of volumes, in downturn by 12.3% on December 2008. Owing to the quality of the product, a good sale network and a winning commercial strategy, the Italian Make could consolidate a progressive recovery, in spite of all heavy contractions recorded in the first months of 2009, when the negative consequences of the economic crisis had a very serious impact on the sector sales. Last year, IVECO increased its market share in its own segment (up by 2.3 percentage points, up to

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22.7%), despite a deceleration recorded in volumes (down by 23% with 14,914 units delivered), that was however more contained than the reference market's (trucks and medium/large vans), closing 2009 down by 30.6%,

Also in December the positive trend recorded by ***PIAGGIO Veicoli Commerciali (***415 units delivered) went up by 2.5% on December 2008. With 5,332 deliveries, the Italian Make closed the month by posting a meaningful increase in sales and market share, respectively grown by 5.4% and 0.7 of a percentage point (2.9% on 2.2% recorded a year ago).
The result posted in 2009 was mainly due to sales of Piaggio Porter and Porter Maxxi: also thanks to a wider offer, a new design and new contents in terms of comfort and functional performance, these models have become more and more successful, in particular as for green motorizations (LPG-methane and electric versions), exceeding the sale mix by 75%.

Starting from the trend of deliveries by segment, in the whole 2009, ***VANS*** recorded the heaviest deceleration: down by 34.4% on 2008 for a total of 21,995 deliveries. Also the segment market share was in downturn on the market (down by 12.1% on 14.5% of the previous year).

As for ***PICKUPS,*** the contraction recorded was more contained, namely down by 6.7% with 16,372 deliveries. Market share of the segment: from 7.6% in 2008 to 9% in 2009. Domestic Makes, even decreasing in volumes, improved the market share (up by 1.5 percentage points, namely 41.1% on 39.6%). Good performance for Piaggio (4,807 units delivered, up by 3.9 percentage points of market share: 29.4% on 25.5%).

Positive sign recorded in the segment of ***COMMERCIAL DERIVED VEHICLES***: 54,714 deliveries, up by 1.4% as for 2009 closure. Also the market share accelerated, up by 23.4% of last year up to 30.2% at present.

SMALL VANS in deceleration: down by 28% for a total of 22,352 deliveries, with a decreasing market share: 12.3% on 13.4% recorded in 2008. Domestic Makes, despite a contraction in volumes, improved their share on the segment (from 31.2% in 2008 up to 32.5% in 2009).

Finally, heavy drop recorded in the segment of ***MEDIUM-LARGE VANS***: down by 30.6% with 65,810 units delivered in 2009. Also the segment share did not stop falling, from 41.1% of 2008 up to 36.3% in 2009. Domestic Makes confirmed their leadership in the segment and improved their share by 0.5 of a percentage point on 2008, up to 54.1%.

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ANFIA
With more than 280 companies, for a total of around 130,000 workers and a turnover of over €60 billion/year, ANFIA – Italian Association of the Automotive Industry – is one of the leading Italian Trade Associations, members of CONFINDUSTRIA.

ANFIA mission is to ensure effective communication between the Italian motor vehicle industry on the one hand, and the Public Administration and Italian political bodies on the other, with regard to all technical, economic, fiscal, legal, statistical and quality-related issues referred to the automotive universe and the vehicle traffic.
The Association is structured in nine product-based Groups, chaired by a President and governed by a Board of directors: Motor Vehicles, Sports and Special Cars, Car Coachbuilders, Buses, Motor Caravan Manufacturers, Commercial Vehicles Coachbuilders, Components, Trailers, Tyres.

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Torino, 11 gennaio 2010

Al fine di fornire uno strumento di valutazione dell'andamento del mercato degli autoveicoli commerciali fino a 3,5 t. di PTT, in assenza di dati ufficiali, l'ANFIA e l'UNRAE comunicano i dati statistici provvisori relativi alle consegne a clienti in Italia di tali veicoli per DICEMBRE e ANNO 2009, forniti dalle Case costruttrici ed importatrici loro associate.

	DICEMBRE *DECEMBER*				VAR.% *% CHG.*	**GENNAIO/DICEMBRE** *JANUARY/DECEMBER*				VAR.% *% CHG.*
MARCA/*MAKE*	2009	*%*	2008	*%*	*09/08*	2009	*%*	2008	*%*	*09/08*
FIAT LCV	7.591	*39,7*	8.240	*42,7*	*-7,9*	72.212	*39,8*	99.762	*43,2*	*-27,6*
IVECO	1.570	*8,2*	1.791	*9,3*	*-12,3*	14.914	*8,2*	19.375	*8,4*	*-23,0*
PIAGGIO	415	*2,2*	405	*2,1*	*2,5*	5.332	*2,9*	5.059	*2,2*	*5,4*
TOT. MARCHE NAZ.	**9.576**	***50,0***	**10.436**	***54,1***	***-8,2***	**92.458**	***51,0***	**124.196**	***53,8***	***-25,6***
CITROEN	1.465	*7,7*	1.138	*5,9*	*28,7*	13.721	*7,6*	13.110	*5,7*	*4,7*
DACIA	74	*0,4*	0	-	-	778	*0,4*	0	-	-
DAIHATSU	10	*0,1*	22	*0,1*	*-54,5*	88	*0,0*	172	*0,1*	*-48,8*
FORD	1.331	*7,0*	1.437	*7,4*	*-7,4*	12.893	*7,1*	18.421	*8,0*	*-30,0*
GREAT WALL	172	*0,9*	8	-	-	1.182	*0,7*	8	*0,0*	-
HYUNDAI	31	*0,2*	17	*0,1*	*82,4*	242	*0,1*	498	*0,2*	*-51,4*
ISUZU	208	*1,1*	164	*0,8*	*26,8*	1.824	*1,0*	2.031	*0,9*	*-10,2*
LAND ROVER	10	*0,1*	31	*0,2*	*-67,7*	240	*0,1*	408	*0,2*	*-41,2*
MAHINDRA	83	*0,4*	58	*0,3*	*43,1*	562	*0,3*	738	*0,3*	*-23,8*
MAZDA	29	*0,2*	37	*0,2*	*-21,6*	299	*0,2*	373	*0,2*	*-19,8*
MERCEDES	962	*5,0*	1.097	*5,7*	*-12,3*	7.279	*4,0*	10.911	*4,7*	*-33,3*
MITSUBISHI	171	*0,9*	165	*0,9*	*3,6*	1.637	*0,9*	3.031	*1,3*	*-46,0*
NISSAN	675	*3,5*	721	*3,7*	*-6,4*	6.751	*3,7*	8.411	*3,6*	*-19,7*
OPEL	706	*3,7*	720	*3,7*	*-1,9*	6.583	*3,6*	8.820	*3,8*	*-25,4*
PEUGEOT	1.455	*7,6*	1.194	*6,2*	*21,9*	13.496	*7,4*	11.705	*5,1*	*15,3*
RENAULT	847	*4,4*	910	*4,7*	*-6,9*	9.508	*5,2*	13.092	*5,7*	*-27,4*
RENAULT TRUCKS	80	*0,4*	105	*0,5*	*-23,8*	1.423	*0,8*	2.623	*1,1*	*-45,7*
SKODA	7	*0,0*	10	*0,1*	*-30,0*	74	*0,0*	142	*0,1*	*-47,9*
SSANGYONG	3	*0,0*	7	*0,0*	*-57,1*	42	*0,0*	115	*0,0*	*-63,5*
TATA	106	*0,6*	112	*0,6*	*-5,4*	1.186	*0,7*	1.306	*0,6*	*-9,2*
TOYOTA	76	*0,4*	101	*0,5*	*-24,8*	1.077	*0,6*	1.402	*0,6*	*-23,2*
VOLKSWAGEN	1.064	*5,6*	813	*4,2*	*30,9*	7.900	*4,4*	9.405	*4,1*	*-16,0*
TOT. MARCHE IMP.	**9.565**	***50,0***	**8.867**	***45,9***	***7,9***	**88.785**	***49,0***	**106.722**	***46,2***	***-16,8***
TOTALE MERCATO	**19.141**	***100,0***	**19.303**	***100,0***	***-0,8***	**181.243**	***100,0***	**230.918**	***100,0***	***-21,5***

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ITALIA - CONSEGNE VEICOLI COMMERCIALI ≤ 3,5 T. DI PTT
RIPARTIZIONE PER SEGMENTI

L'Anfia e l'Unrae comunicano i dati statistici relativi alle consegne a clienti di autoveicoli commerciali fino a 3,5 t. di PTT, ripartiti per segmenti, per GENNAIO/DICEMBRE 2009, forniti dalle Case costruttrici ed importatrici loro associate.

GENNAIO/DICEMBRE 2009-2008

SEGMENTI	Anno	VOLUMI TOTALI	var. %	% su merc.	TOT. MARCHE NAZ.LI	var. %	% su seg.	TOT. MARCHE ESTERE	var. %	% su seg.
VAN	2009	21.995	*-34,4*	*12,1*	16.393	*-37,1*	*74,5*	5.602	*-25,1*	*25,5*
	2008	33.534		*14,5*	26.055		*77,7*	7.479		*22,3*
PICK UP	2009	16.372	*-6,7*	*9,0*	6.735	*-3,1*	*41,1*	9.637	*-9,0*	*58,9*
	2008	17.544		*7,6*	6.954		*39,6*	10.590		*60,4*
FURGONETTE	2009	54.714	*1,4*	*30,2*	26.445	*-13,7*	*48,3*	28.269	*21,2*	*51,7*
	2008	53.965		*23,4*	30.634		*56,8*	23.331		*43,2*
FURGONI PICCOLI	2009	22.352	*-28,0*	*12,3*	7.262	*-25,0*	*32,5*	15.090	*-29,4*	*67,5*
	2008	31.049		*13,4*	9.684		*31,2*	21.365		*68,8*
AUTOCARRI E FURGONI MEDI/GRANDI	2009	65.810	*-30,6*	*36,3*	35.623	*-30,0*	*54,1*	30.187	*-31,3*	*45,9*
	2008	94.826		*41,1*	50.869		*53,6*	43.957		*46,4*
TOTALE	2009	181.243	*-21,5*	*100,0*	92.458	*-25,6*	*51,0*	88.785	*-16,8*	*49,0*
	2008	230.918		*100,0*	124.196		*53,8*	106.722		*46,2*

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ITALIA - CONSEGNE VEICOLI COMMERCIALI ≤ 3,5 T. DI PTT
RIPARTIZIONE PER SEGMENTI - MARCHE NAZIONALI

GENNAIO/DICEMBRE 2009-2008

SEGMENTI	Anno	VOLUMI TOTALI	FIAT	% su seg.	IVECO	% su seg.	PIAGGIO	% su seg.	TOT. MARCHE NAZ.LI	% su seg.
VAN	2009	21.995	16.393	*74,5*	-	-	-	-	16.393	*74,5*
	2008	33.534	26.055	*77,7*	-	-	-	-	26.055	*77,7*
PICK UP	2009	16.372	1.928	*11,8*	-	-	4.807	*29,4*	6.735	*41,1*
	2008	17.544	2.474	*14,1*	-	-	4.480	*25,5*	6.954	*39,6*
FURGONETTE	2009	54.714	25.920	*47,4*	-	-	525	*1,0*	26.445	*48,3*
	2008	53.965	30.055	*55,7*	-	-	579	*1,1*	30.634	*56,8*
FURGONI PICCOLI	2009	22.352	7.262	*32,5*	-	-	-	-	7.262	*32,5*
	2008	31.049	9.684	*31,2*	-	-	-	-	9.684	*31,2*
AUTOCARRI E FURGONI MEDI/GRANDI	2009	65.810	20.709	*31,5*	14.914	22,7	-	-	35.623	*54,1*
	2008	94.826	31.494	33,2	19.375	20,4	-	-	50.869	*53,6*
TOTALE	2009	181.243	72.212	*39,8*	14.914	*8,2*	5.332	*2,9*	92.458	*51,0*
	2008	230.918	99.762	*43,2*	19.375	*8,4*	5.059	*2,2*	124.196	*53,8*