Press release

LIGHT COMMERCIAL VEHICLES MARKET: A POSITIVE FEBRUARY (+25.8%)
due to the great number of orders collected end of 2009
(but also in comparison with a highly negative February 2009, down by 36.3%)

Turin, 5th March 2010 – In February the market of Light Commercial Vehicles posted 17,199 deliveries, in growth by 25.8% on the same month in 2009. As also occurred in January, the comparison of the total registrations recorded last month was made with the heavily negative result obtained in February, last year (down by 36.3%).

In the first two months of this year, deliveries amounted to 31,936 units, namely up by 23.9% on the first two months in 2009.

"*Also in February the 2-digit increase recorded by the LCV market was due to a meaningful number of orders collected at the end of last year (and unfulfilled up to now)* – said ANFIA President Eugenio Razelli commenting the results. *These orders are bound to become new-vehicle registrations within 31st March 2010; moreover the current comparison has been made with the result obtained in February 2009, a particularly negative month (down by 36.3%), whereas on the same period 2008, this February record is clearly in decrease (down by 19%).*
Considering the still uncertain economic situation and without any support from measures encouraging operators to investments, expectations are for a delayed recovery. Furthermore, as no continuity is granted regarding the renewal of scrapping incentives, there's a sort of slackening in the park replacement process set for the reduction of the mobility impact on the environment".

The Italian Makes recorded 9,598 deliveries in February (up by 35.7%), while in the first two months of 2010 the total volumes recorded attained 17,917 units (up by 33.8%).

FIAT PROFESSIONAL posted 7,872 deliveries in February (up by 44%) and gained a good 5.8 of percentage points in terms of market share(45.8% on 40%). In the first two months 2010 deliveries went up by 39.9% with 14,621 units and the penetration share grew by 5.3 percentage points (45.8% on 40.5%).
Fiat Professional has been going on with its internal policy aimed at taking the maximum care to environmental issues, sustainable mobility and reduction in consumptions, through the use of *Multi-jet* engines on the whole range of vehicles, and with a wide availability of methane-powered vehicles on the market and a progressive adoption of EURO 5 motorizations, that are already available to clients when purchasing *New Doblò Cargo* models.
Lastly, it is to be reported the big success posted by *Fiorino*, due to the good quality of the strategy adopted by the Maker: also in February this was the best selling model, recording 3,627 units (a real monthly record in sales), in particular in the "*Natural Power*" version, equipped by double motorization (methane/petrol), to grant great levels of performance on very low service costs.

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With 1,152 deliveries in February, ***IVECO*** went up by 2% on the same month in 2009 (1,129 units), and improved therefore its reference market share (medium-large vans) by 1.7 percentage points in the first two months 2010 (24.7% *on* 23%).
This good result was obtained despite a still weak and uncertain economic outlook, where a large number of professional opertors have postponed their decisions on purchasing, awaiting a possible renewal in scrapping incentives, actually not yet allowed up to now. The above positive outcome recorded by IVECO proves, however, the goodness of its products, distribution network and trade strategy applied.

As for ***PIAGGIO Veicoli Commerciali,*** also in February the positive trend, started this year on the home market, was confirmed. Deliveries recorded in February attained 574 units, going up by 20.1% on February 2009. In the first two months of the year the units delivered amounted to 949 vehicles (on 775 units recorded in the same period last year), with a positive variation (up by 22.5%) and maintaining its penetration share within 3%.
In particular, Piaggio Veicoli Commerciali posted a great success in the range of *chassis cabs*, confirming the growth trend of the company in this particular segment, already started some months ago and even strengthened by the mix of different motorizations at low environmental impact (LPG, methane, electrical vehicles), representing over sixty per cent of sales.

With regard to deliveries by segment recorded in the first two months of 2010, here are the major results obtained in trends.
VANS: they remained close to the levels recorded in 2009, going up by 1% with a total of 3,458 units, face to a continuous deceleration in the market share, namely down by 10.8% *on* 13.3% in the same period in 2009.
PICKUPS: in positive sign, and growing by 9.7% in the period considered, with a total of 2,581 units. Market share in decrease(8.1% *on* 9.1%). Domestic Makes recorded, on the other hand, a remarkable increase (up by 9.3%) and Piaggio (with 852 units delivered in this segment) improved its share by 3.7 percentage points, to attain 33%.
COMMERCIAL DERIVED VEHICLES: this segment did not stop growing in the first two months of the year, going up by 83.1% on the same period 2009 (deliveries: 13,143 units in all). Also growing the market share, in acceleration from 27.8% to 41.2% and posting 13.4 percentage points. As for home Makes, the total increase recorded by this segment was exceptionally up by 116.5%, with an improvement in the market share of 9.7 percentage points: 63.4% *on* 53.7%. Fiat Professional recorded again a good performance, with 8,242 units delivered in the period considered, gaining 10.2 percentage points of market share (to arrive at 62.7%).
SMALL VANS: in this segment deliveries went on decreasing, though slightly recovering on the previous month (down by 3.6%), and posting a total of 3,263 units. Also the market share did not stop going down: 10.2% *on* 13.1% recorded last year, same period.
MEDIUM VANS: the first two months closed down by 3.4%, with 2,666 deliveries; the market share of this segment went down too (from 10.7% recorded in February 2009 to the current 8.3%).
LARGE VANS: lastly, this segment went up by 2.2% with 6,825 units delivered in the period considered. The market share decreased, on the other hand, down by 4.5 percentage points in

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comparison with last year (to reach 21.4%). With regard to Domestic Makes the two months accelerated by 6.2% to post a total of 3,994 units. As well, the market share was in growth, and gained 2.2 percentage points: 58.5% *on* the previous 56.%. IVECO improved its market share in this segment: up by 2.9 percentage points (up to 32.9%).

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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, 5 marzo 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 FEBBRAIO e PRIMI 2 MESI 2010, forniti dalle Case costruttrici ed importatrici loro associate.

	FEBBRAIO *FEBRUARY*				VAR.% *% CHG.*	**GENNAIO/FEBBRAIO** *JANUARY/FEBRAURY*				VAR.% *% CHG.*
MARCA/MAKE	2010	*%*	2009	*%*	*10/09*	2010	*%*	2009	*%*	*10/09*
FIAT LCV	7.872	*45,8*	5.467	*40,0*	*44,0*	14.621	*45,8*	10.449	*40,5*	*39,9*
IVECO	1.152	*6,7*	1.129	*8,3*	*2,0*	2.347	*7,3*	2.170	*8,4*	*8,2*
PIAGGIO	574	*3,3*	478	*3,5*	*20,1*	949	*3,0*	775	*3,0*	*22,5*
TOT. MARCHE NAZ.	**9.598**	***55,8***	**7.074**	***51,7***	***35,7***	**17.917**	***56,1***	**13.394**	***52,0***	***33,8***
CITROEN	1.429	*8,3*	992	*7,3*	*44,1*	2.379	*7,4*	1.806	*7,0*	*31,7*
DACIA	112	*0,7*	0	*0,0*	-	195	*0,6*	0	-	-
DAIHATSU	0	*0,0*	10	*0,1*	-	0	*0,0*	23	*0,1*	-
FORD	808	*4,7*	1.077	*7,9*	*-25,0*	1.447	*4,5*	1.853	*7,2*	*-21,9*
GREAT WALL	100	*0,6*	60	*0,4*	*66,7*	242	*0,8*	87	*0,3*	*178,2*
HYUNDAI	12	*0,1*	11	*0,1*	*9,1*	21	*0,1*	30	*0,1*	*-30,0*
ISUZU	115	*0,7*	173	*1,3*	*-33,5*	233	*0,7*	287	*1,1*	*-18,8*
LAND ROVER	16	*0,1*	71	*0,5*	*-77,5*	45	*0,1*	83	*0,3*	*-45,8*
MAHINDRA	56	*0,3*	47	*0,3*	*19,1*	123	*0,4*	96	*0,4*	*28,1*
MAZDA	25	*0,1*	21	*0,2*	*19,0*	53	*0,2*	44	*0,2*	*20,5*
MERCEDES	461	*2,7*	720	*5,3*	*-36,0*	1.016	*3,2*	1.277	*5,0*	*-20,4*
MITSUBISHI	118	*0,7*	122	*0,9*	*-3,3*	242	*0,8*	213	*0,8*	*13,6*
NISSAN	579	*3,4*	537	*3,9*	*7,8*	1.177	*3,7*	1.173	*4,6*	*0,3*
OPEL	529	*3,1*	418	*3,1*	*26,6*	991	*3,1*	844	*3,3*	*17,4*
PEUGEOT	1.335	*7,8*	823	*6,0*	*62,2*	2.438	*7,6*	1.615	*6,3*	*51,0*
RENAULT	1.046	*6,1*	697	*5,1*	*50,1*	1.862	*5,8*	1.429	*5,5*	*30,3*
RENAULT TRUCKS	195	*1,1*	75	*0,5*	*160,0*	294	*0,9*	182	*0,7*	*61,5*
SKODA	8	*0,0*	7	*0,1*	*14,3*	13	*0,0*	11	*0,0*	*18,2*
SSANGYONG	5	*0,0*	10	*0,1*	*-50,0*	8	*0,0*	16	*0,1*	*-50,0*
TATA	78	*0,5*	72	*0,5*	*8,3*	183	*0,6*	172	*0,7*	*6,4*
TOYOTA	51	*0,3*	125	*0,9*	*-59,2*	112	*0,4*	200	*0,8*	*-44,0*
VOLKSWAGEN	523	*3,0*	535	*3,9*	*-2,2*	945	*3,0*	943	*3,7*	*0,2*
TOT. MARCHE IMP.	**7.601**	***44,2***	**6.603**	***48,3***	***15,1***	**14.019**	***43,9***	**12.384**	***48,0***	***13,2***
TOTALE MERCATO	**17.199**	***100,0***	**13.677**	***100,0***	***25,8***	**31.936**	***100,0***	**25.778**	***100,0***	***23,9***

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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/FEBBRAIO 2010, forniti dalle Case costruttrici ed importatrici loro associate.

GENNAIO / FEBBRAIO 2010-2009

SEGMENTI	Anno	VOLUMI TOTALI	var. %	% su merc.	TOT. MARCHE NAZ.LI	var. %	% su seg.	TOT. MARCHE ESTERE	var. %	% su seg.
VAN	2010	3.458	*1,0*	*10,8*	2.372	*-2,9*	*68,6*	1.086	*10,9*	*31,4*
	2009	3.423		*13,3*	2.444		*71,4*	979		*28,6*
PICK UP	2010	2.581	*9,7*	*8,1*	1.082	*9,3*	*41,9*	1.499	*10,0*	*58,1*
	2009	2.353		*9,1*	990		*42,1*	1.363		*57,9*
FURGONETTE	2010	13.143	*83,1*	*41,2*	8.339	*116,5*	*63,4*	4.804	*44,4*	*36,6*
	2009	7.178		*27,8*	3.852		*53,7*	3.326		*46,3*
FURGONI PICCOLI	2010	3.263	*-3,6*	*10,2*	884	*-10,5*	*27,1*	2.379	*-0,8*	*72,9*
	2009	3.386		*13,1*	988		*29,2*	2.398		*70,8*
AUTOCARRI E FURGONI MEDI	2010	2.666	*-3,4*	*8,3*	1.246	*-8,2*	*46,7*	1.420	*1,2*	*53,3*
	2009	2.761		*10,7*	1.358		*49,2*	1.403		*50,8*
AUTOCARRI E FURGONI GRANDI	2010	6.825	*2,2*	*21,4*	3.994	*6,2*	*58,5*	2.831	*-2,9*	*41,5*
	2009	6.677		*25,9*	3.762		*56,3*	2.915		*43,7*
TOTALE	2010	31.936	*23,9*	*100,0*	17.917	*33,8*	*56,1*	14.019	*13,2*	*43,9*
	2009	25.778		*100,0*	13.394		*52,0*	12.384		*48,0*

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

GENNAIO / FEBBRAIO 2010-2009

SEGMENTI	Anno	VOLUMI TOTALI	FIAT	% su seg.	IVECO	% su seg.	PIAGGIO	% su seg.	TOT. MARCHE NAZ.LI	% su seg.
VAN	2010 2009	3.458 3.423	2.372 2.444	*68,6* *71,4*	- -	- -	- -	- -	2.372 2.444	*68,6* *71,4*
PICK UP	2010 2009	2.581 2.353	230 300	*8,9* *12,7*	- -	- -	852 690	*33,0* *29,3*	1.082 990	*41,9* *42,1*
FURGONETTE	2010 2009	13.143 7.178	8.242 3.767	*62,7* *52,5*	- -	- -	97 85	*0,7* *1,2*	8.339 3.852	*63,4* *53,7*
FURGONI PICCOLI	2010 2009	3.263 3.386	884 988	*27,1* *29,2*	- -	- -	- -	- -	884 988	*27,1* *29,2*
AUTOCARRI E FURGONI MEDI	2010 2009	2.666 2.761	1.144 1.194	*42,9* 43,2	102 164	3,8 5,9	- -	- -	1.246 1.358	*46,7* *49,2*
AUTOCARRI E FURGONI GRANDI	2010 2009	6.825 6.677	1.749 1.756	*25,6* 26,3	2.245 2.006	32,9 30,0	- -	- -	3.994 3.762	*58,5* *56,3*
TOTALE	2010 2009	31.936 25.778	14.621 10.449	*45,8* *40,5*	2.347 2.170	*7,3* *8,4*	949 775	*3,0* *3,0*	17.917 13.394	*56,1* *52,0*