Press release

JANUARY 2010: LIGHT COMMERCIAL VEHICLES UP BY 21.8%
comparison made on January 2009 strongly in downturn (39%)

Turin, 5th February 2010 - In January the market of Light Commercial Vehicles amounted to 14,737 units delivered, namely up by 21.8% on January 2009. It is essential to specify, however, that this latter month was the worst one of the year 2009 as for the sector in reference, of which the market closed down by 39%. The volumes delivered in January 2010 in comparison with January 2008 were consequently down by 26%.

"*The result posted in January was, actually, positively influenced by the scrapping incentives fixed in 2009, that led to a great concentration of orders in December, namely just before the expiration of this measure* - according to what declared by ANFIA President Eugenio Razelli*. In fact, without the sustain offered by governmental incentives, the sector would certainly suffered from a heavier drop in comparison with the fall really recorded (down by 21.5%). The measure of incentives also implied an additional positive aspect: green motorizations, like methane or petrol/methane motorized vehicles, recorded a remarkable increase in sales, posting around 12,000 new registrations in 2009 (up by 66%), namely equal to 6.7% of the market and petrol/LPG (dually-feeding) LCV recorded nearly 3,500 units (up by 252%) that is 2% of the market: this allowed to maintain the policy to favor the reduction of the environmental impact and the sustainability of the mobility*".

Domestic makes totaled 8,319 deliveries in the month (up by 31.6%).

With regard to ***FIAT PROFESSIONAL***, in January, deliveries amounted to 6,749 units (up by 35.5%).
Also the penetration share improved, increasing by 4.6 percentage points (45.8% on 41.2%), to reach the highest levels of these last 3 years.
This positive outcome, confirming in principle the good quality of the products as well as the effectiveness of the sale network, is mainly due to the success posted by *Fiorino* (methane motorized), launched last October, of which a great number of orders are under delivery in the current first quarter of the year. Actually, *Fiorino* is the best sold model with reference to the month with 2,188 units (1,553 more than January 2009); most of these vehicles are produced in "Natural Power" version, equipped by double feeding that allows excellent performances at extremely low maintenance costs. Also *Ducato* posted a very good result (1,386 units, up by 10%) as well as *Doblò Cargo* (1,369 units, up by 9.5%).

With 1,195 vehicles delivered in the month, ***IVECO***, in turnaround, went up by 14.8% on the same period of the previous year; this acceleration was higher than the increase obtained as a whole by its reference market (medium/large vans), accelerating by 4.1%. By this outcome, IVECO has been continuing its progressive recovery in comparison with the fall recorded in the first 3 months of 2009; at the same time, the Manufacturer's market share consolidated (in the above segment) from 23.6% of January 2009 to the current 26%.

Sedi: 10128 Torino - Corso Galileo Ferraris, 61 – Telefono +39 011 5546511 – Fax +39 011 545464 – E-mail: anfia@anfia.it –
00144 Roma – Viale Pasteur , 10 – Telefono +39 06 54221493 (4) – Fax +39 06 54221418– E-mail: anfia.roma@anfia.it
www.anfia.it

This testifies the high quality of its product, successful and winner on the market, taking into consideration the economic scenery and the outcomes obtained at the end of 2009, when scrapping incentives were still in force.

As for ***PIAGGIO Veicoli Commerciali***, the new year 2010 started by 375 units in January, namely up by 26.3% on January 2009. In particular, the increase was recorded in the segment of *Chassis cabs* that characterizes the Pontedera company offer.
The results posted by this Manufacturer comes from the continuous strengthening of the offer of green-motorized vehicles (LPG/Methane/electric versions), which exceeded two thirds of the total sale mix; these positive outcomes are generally due to the vehicle park replacement by environmental low-impact vehicles, aimed at improving and protecting the environment and the life quality.

With reference to deliveries trend by segments, in January 2010, ***VANS*** recorded a positive variation (up by 4.3%) with a total of 1,711 units delivered. The market share of the segment on the market went down by 11.6% on 13.6% in January 2009. Italian Makes were in acceleration (up by 1.6%) in this segment.

With 1,224 deliveries, ***PICKUPS*** went up by a 2-digit figure: 24.5% with 1,224 deliveries. The market share of the segment was practically aligned to January 2009 levels, 8.4% on 8,3%. Home Makes were in acceleration - up by 15.3%. PIAGGIO, with a total of 337 units delivered in this segment, improved its own share (up by around 2 percentage points, to reach 27.1%).

COMMERCIAL DERIVED VEHICLES went considerably down, closing January in deceleration (down by 68.1% with 5,719 deliveries). Still in growth, the share of the segment acquired 10.7 percentage points, from 28.1% to 38.8%. As for Domestic Makes, January closed up by 86.3%, with an improve in the share by 6.2 percentage points: 62.9% on 56,7%. FIAT Professional obtained a good performance (3,557 units delivered in the segment) and posted 6.8 percentage point of share (to attain 62.2%).

SMALL VANS remained in downturn (down by 10.9%), posting 1,461 deliveries in all.
Also the share of the segment on the market went down: 9.9% on 13.6% of January 2009.
Despite the decrease in terms of volumes, Italian Makes ameliorated their market share on the segment, from 29.9% to 31.8%.

As for ***MEDIUM-LARGE VANS*** a recovery was obtained with 4,602 units delivered in the month (up by 4.1%); on the contrary, the share owned by this segment was in decrease (down by 31.2% on 36.5% of January 2009). Home Makes accelerated too (up by 12.2%), confirming their own leadership in this segment, and lastly improved their share by 4.1 percentage points on January 2009, to attain 56.1%.

Sedi: 10128 Torino - Corso Galileo Ferraris, 61 – Telefono +39 011 5546511 – Fax +39 011 545464 – E-mail: anfia@anfia.it –
00144 Roma – Viale Pasteur , 10 – Telefono +39 06 54221493 (4) – Fax +39 06 54221418– E-mail: anfia.roma@anfia.it
www.anfia.it

Fore more information: ANFIA Press Office
Miriam Gangi (Ms) - m.gangi@anfia.it
telephone: +39 011 5546502
mobile phone: 338 7303167

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.

Sedi: 10128 Torino - Corso Galileo Ferraris, 61 – Telefono +39 011 5546511 – Fax +39 011 545464 – E-mail: anfia@anfia.it – 00144 Roma – Viale Pasteur , 10 – Telefono +39 06 54221493 (4) – Fax +39 06 54221418– E-mail: anfia.roma@anfia.it
www.anfia.it

Comunicato Stampa

ANFIA
Associazione Nazionale Filiera Industria Automobilistica
10128 Torino - Corso Galileo Ferraris, 61
Tel. +390115546511 + Fax.+39011545986
e-mail: anfia@anfia.it www.anfia.it

UNRAE
unione nazionale rappresentanti
autoveicoli esteri
00187 ROMA VIA ABRUZZI 25
TEL.06/42010270 FAX 06/42010278

Torino, 5 Febbraio 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 GENNAIO 2010, forniti dalle Case costruttrici ed importatrici loro associate.

	GENNAIO *JANUARY*				VAR.% *% CHG.*
MARCA/MAKE	2010	*%*	2009	*%*	*10/09*
FIAT LCV	6.749	*45,8*	4.982	*41,2*	*35,5*
IVECO	1.195	*8,1*	1.041	*8,6*	*14,8*
PIAGGIO	375	*2,5*	297	*2,5*	*26,3*
TOT. MARCHE NAZ.	**8.319**	***56,4***	**6.320**	***52,2***	***31,6***
CITROEN	950	*6,4*	814	*6,7*	*16,7*
DACIA	83	*0,6*	0	*0,0*	-
DAIHATSU	0	*0,0*	13	*0,1*	-
FORD	639	*4,3*	776	*6,4*	*-17,7*
GREAT WALL	142	*1,0*	27	*0,2*	-
HYUNDAI	9	*0,1*	19	*0,2*	*-52,6*
ISUZU	118	*0,8*	114	*0,9*	*3,5*
LAND ROVER	29	*0,2*	12	*0,1*	*141,7*
MAHINDRA	67	*0,5*	49	*0,4*	*36,7*
MAZDA	28	*0,2*	23	*0,2*	*21,7*
MERCEDES	555	*3,8*	557	*4,6*	*-0,4*
MITSUBISHI	124	*0,8*	91	*0,8*	*36,3*
NISSAN	598	*4,1*	636	*5,3*	*-6,0*
OPEL	462	*3,1*	426	*3,5*	*8,5*
PEUGEOT	1.103	*7,5*	792	*6,5*	*39,3*
RENAULT	816	*5,5*	732	*6,0*	*11,5*
RENAULT TRUCKS	99	*0,7*	107	*0,9*	*-7,5*
SKODA	5	*0,0*	4	*0,0*	*25,0*
SSANGYONG	3	*0,0*	6	*0,0*	*-50,0*
TATA	105	*0,7*	100	*0,8*	*5,0*
TOYOTA	61	*0,4*	75	*0,6*	*-18,7*
VOLKSWAGEN	422	*2,9*	408	*3,4*	*3,4*
TOT. MARCHE IMP.	**6.418**	***43,6***	**5.781**	***47,8***	***11,0***
TOTALE MERCATO	**14.737**	***100,0***	**12.101**	***100,0***	***21,8***

IL PRESENTE COMUNICATO E' LEGGIBILE AL SEGUENTE INDIRIZZO INTERNET: WWW.ANFIA.IT

Comunicato Stampa

10128 Torino - Corso Galileo Ferraris, 61
Tel. +390115546511 - Fax.+39011545986
e-mail: anfia@anfia.it - www.anfia.it

unione nazionale rappresentanti autoveicoli esteri
00187 ROMA VIA ABRUZZI 25
TEL.06/42010270 FAX 06/42010278

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 2010, forniti dalle Case costruttrici ed importatrici loro associate.

GENNAIO 2010-2009

SEGMENTI	Anno	VOLUMI TOTALI	var. %	% su merc.	TOT. MARCHE NAZ.LI	var. %	% su seg.	TOT. MARCHE ESTERE	var. %	% su seg.
VAN	2010	1.711	*4,3*	*11,6*	1.220	*1,6*	*71,3*	491	*11,8*	*28,7*
	2009	1.640		*13,6*	1.201		*73,2*	439		*26,8*
PICK UP	2010	1.244	*24,5*	*8,4*	459	*15,3*	*36,9*	785	*30,6*	*63,1*
	2009	999		*8,3*	398		*39,8*	601		*60,2*
FURGONETTE	2010	5.719	*68,1*	*38,8*	3.595	*86,3*	*62,9*	2.124	*44,2*	*37,1*
	2009	3.403		*28,1*	1.930		*56,7*	1.473		*43,3*
FURGONI PICCOLI	2010	1.461	*-10,9*	*9,9*	464	*-5,5*	*31,8*	997	*-13,2*	*68,2*
	2009	1.640		*13,6*	491		*29,9*	1.149		*70,1*
AUTOCARRI E FURGONI MEDI/GRANDI	2010	4.602	*4,1*	*31,2*	2.581	*12,2*	*56,1*	2.021	*-4,6*	*43,9*
	2009	4.419		*36,5*	2.300		*52,0*	2.119		*48,0*
TOTALE	2010	14.737	*21,8*	*100,0*	8.319	*31,6*	*56,4*	6.418	*11,0*	*43,6*
	2009	12.101		*100,0*	6.320		*52,2*	5.781		*47,8*

Comunicato Stampa

ANFIA Associazione Nazionale Filiera Industria Automobilistica

10128 Torino - Corso Galileo Ferraris, 61
Tel. +390115546511 + Fax.+39011545986
e-mail: anfia@anfia.it - www.anfia.it

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

GENNAIO 2010-2009

SEGMENTI	Anno	VOLUMI TOTALI	FIAT	% su seg.	IVECO	% su seg.	PIAGGIO	% su seg.	TOT. MARCHE NAZ.LI	% su seg.
VAN	2010 2009	1.711 1.640	1.220 1.201	*71,3* *73,2*	- -	- -	- -	- -	1.220 1.201	*71,3* *73,2*
PICK UP	2010 2009	1.244 999	122 146	*9,8* *14,6*	- -	- -	337 252	*27,1* *25,2*	459 398	*36,9* *39,8*
FURGONETTE	2010 2009	5.719 3.403	3.557 1.885	*62,2* *55,4*	- -	- -	38 45	*0,7* *1,3*	3.595 1.930	*62,9* *56,7*
FURGONI PICCOLI	2010 2009	1.461 1.640	464 491	*31,8* *29,9*	- -	- -	- -	- -	464 491	*31,8* *29,9*
AUTOCARRI E FURGONI MEDI/GRANDI	2010 2009	4.602 4.419	1.386 1.259	*30,1* 28,5	1.195 1.041	26,0 23,6	- -	- -	2.581 2.300	*56,1* *52,0*
TOTALE	2010 2009	14.737 12.101	6.749 4.982	*45,8* *41,2*	1.195 1.041	*8,1* *8,6*	375 297	*2,5* *2,5*	8.319 6.320	*56,4* *52,2*

Associazione Nazionale Filiera Industria Automobilistica

Sedi: 10128 Torino - Corso Galileo Ferraris, 61 - Tel. +39 011 5546511 - Fax +39 011 545986;
Studi e Ricerche: Tel. 0115546524 - E-mail: studi.ricerche@anfia.it
00144 Roma - Viale Pasteur, 10 - Tel. +39 06 54221493/4 - Fax +39 06 54221418 - E-mail: anfia.roma@anfia.it
www.anfia.it