

Press release

**FIRST FOUR MONTHS IN POSITIVE TREND AS FOR TRUCKS (+33.3%)
AND HEAVY TRAILERS & SEMITRAILERS (+26.5%),
AS WELL AS FOR BUS MARKET (+43.3%)**

ANFIA hopes for a rapid publication of the 2017 decree on investments in favor of haulage companies, considering the closure of the 2016 measure in mid-April, while as for Local Public Transport, the publication of the tender called by CONSIP has definitely stopped expectations

Turin, 16th May 2017 - This year, in the month of April **1,846** registration documents were issued as for **new trucks** (+9.2% on April 2016) as well as **2,016** registration documents of new **heavy trailers and semitrailers**, namely with GVW over 3,500 kg (+77.3%), of which 110 trucks (+4.8%) and 1,906 semitrailers (+84.7%).

In the first four months 2017, were also issued approximately 8,314 registration documents for **new trucks**, namely up by 33.3% on the same period last year and 6,406 registration documents of new **heavy trailers and semitrailers** (+26.5% on January-April 2016), so distributed: 502 trailers (+36.4%) and 5,904 semitrailers (+25.7%).

In the detail:

Goods transport sector

Trucks with GVW >3500 kg
according to weight classes

	April 2017	April 2016	var. %	Jan-April 2017	Jan-April 2016	var. %
medium trucks >3500<16000 kg	352	366	-3.8	1,592	1,276	24.8
heavy trucks >=16000 kg	1,494	1,324	12.8	6,722	4,962	35.5
Total Trucks with GVW >3500 kg	1,846	1,690	9.2	8,314	6,238	33.3

according to the type	April 2017	April 2016	% var.	Jan-April 2017	Jan-April 2016	% var.
Rigid trucks	845	862	-2.0	3,776	3,069	23.0
Road tractors	1,001	828	20.9	4,538	3,169	43.2
Total trucks with GVW >3500 kg	1,846	1,690	9.2	8,314	6,238	33.3

Trailers & Semitrailers GVW >3500 kg

according to the type	April 2017	April 2016	% var.	Jan-April 2017	Jan-April 2016	% var.
Trailers	110	105	4.8	502	368	36.4
Semitrailers	1,906	1,032	84.7	5,904	4,697	25.7
Total Trailers&Semitr. GVW >3500 kg	2,016	1,137	77.3	6,406	5,065	26.5

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In April, the market certainly continued benefiting from the positive effects of the super-depreciation at 140% as for company instrumental goods and also for those resources allocated by the decree on investments in favor of haulage companies (measure ended in mid-April).

“In consideration of the already granted allocations, we do hope that the 2017 ministerial decree will be published shortly, in order to avoid that the market can be blocked meanwhile - affirmed Andrea Zambon Bertoja, President of the Trailers Section of ANFIA.

In this optics, considering all outstanding results produced on industrial production recovery and fleet renewal further to these last years' facilities, the automotive sector represented by ANFIA has underlined the necessity to pursue, in particular, the policy to sustain the diffusion of alternative powered vehicles as well as those trailers and semitrailers equipped with innovative components, and also providing a positive impact on both safety and environment”.

Speaking of safety and environment, on 9th May the first Training Session of the *Young Drivers in Schools* Project (“Progetto Giovani Conducenti presso le Scuole”) took place in Rome, at ENDO-FAP Institute Latium, Don Orione, with the involvement of ANFIA and CONFARCA and the support from IVECO that put at all students' disposal a new model of *Stralis*, and it was basically dedicated to present to students the mechanical specialization of the goods transport vehicle driver occupation. This initiative, included in the framework of the Protocol of understanding for the promotion and enhancement of the occupation of the goods transport driver, realized by the Central Committee for the National Register of Goods transport drivers, signed by the most important institutional actors of the haulage world, among others: ANFIA and CONFARCA, and principally planned for schools, illustrated the steps to be followed to obtain the required habilitations (top-level and professional driving licenses, CQC), and the major effects that the ecological driving can produce on environment protection; also those themes that are mostly linked to road safety have been presented, giving students the possibility to view and examine a new generation truck model and experimenting directly the on-board instruments and the characteristics of the vehicle.

Coming back to the market, in April, according to ISTAT data, there was also a great improvement in the consumer confidence climate (the index went from 105.1 to 107.4), confirming the ongoing tendency, started in January, and reaching the highest level since January 2007). In the building sector, the index changed from 123.3 to 128.0 (highest level since May 2008). In the service sector, on the other hand, the climate went up from 106.4 to 107.8, and in the retail trade it changed from 108.8 to 110.8 (highest values since January 2016 and December 2015, respectively).

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Passenger transport sector

Buses with GVW >3500 kg

according to the type	April 2017	April 2016	% var.	Jan-April 2017	Jan-April 2016	% var.
Specific urban buses	35	26	34.6	217	123	76.4
Specific interurban buses	46	10	360.0	242	84	188.1
Specific tourist buses	83	91	-8.8	359	311	15.4
midibuses	13	6	116.7	77	31	148.4
minibuses	52	75	-30.7	216	192	12.5
schoolbuses	19	25	-24.0	134	128	4.7
Total Buses GVW >3500 kg	248	233	6.4	1,245	869	43.3

The **Buses** market (GVW>3,500 kg) recorded 248 new registrations in April (+6.4%). As already occurred in March, it presented a negative sign as for tourist buses (-8.8%), showing also a decline in April as for minibuses (-30.7%) and schoolbuses (-24%).

In the first four months 2017 were issued 1,245 registration documents on 869 issued in the same period in 2016 (+43.3%). All sectors closed in positive sign in the period January-April 2017, with important increases as for specific interurban buses (+188.1%) and midibuses (+148,4%)

In parallel, during the market's gradual recovery (exactly on 12th May 2017), a tender was called by **CONSIG** (the Central purchasing body of the Public Administration): http://www.consip.it/gare/bandi/storico_gare/2017/gara_0017/index.html; this definitely closed any possible expectation, gossips and rumors circulated in the past weeks. The bid, called at open procedure, was divided into nine lots¹, and started from a bidding basis of €649,607,500 (VAT excl.), for a total of 1,600 buses.

¹ Here below list of lots:

- Lot 1: 50 vehicles, short urban buses, electrically powered, fully low-floored: starting price €17,742,565
- Lot 2: 200 vehicles, standard urban buses, diesel-propelled, fully low-floored: starting price: €70,808,260
- Lot 3: 350 vehicles, long urban buses, diesel-propelled, fully low-floored: starting price €130,297,955
- Lot 4: 200 vehicles, long urban buses, CNG-propelled, fully low-floored: starting price €80,613,260
- Lot 5: 100 vehicles, articulated urban buses, diesel-propelled, fully low-floored: starting price €51,208,050
- Lot 6: 100 vehicles, long urban buses, hybrid motorization, fully low-floored: starting price €67,142,880
- Lot 7: 100 vehicles, standard extra-urban buses, diesel-propelled, highly-floored: starting price €37,118,880
- Lot 8: 300 vehicles, long extra-urban buses, diesel-propelled, highly-floored: starting price € 118,394,390
- Lot 9: 200 vehicles, long extra-urban buses, diesel-propelled, partially low-floored (low entry), starting price €76,281,260 Euro

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In particular were included the following vehicles: 50 short electric buses, 100 hybrid buses and 20 CNGs. The time-frame to participate in the too long waited “Open-procedure tender for the consignment of the supply for purchasing buses and all linked and optional services for Public Administrations shall close on the 2nd August. This can be considered as the very first step of an important path to drive towards the renewal of the vehicle-in use park.

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ANFIA - Italian Association of the Automotive Industry - is one of the leading Italian Trade Associations, members of CONFINDUSTRIA.

Born in March 1912, over these one hundred years, ANFIA mission has always been to represent the interests of its associate members and ensure effective communication between the Italian motor vehicle industries 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 sector.

The Association is structured in **three product-based Groups**, each one chaired by a President.

Components: motor vehicle parts and components manufacturers; **Car Coachbuilders and Designers:** companies working in the sector of design, engineering and style of motor vehicles and/or parts and components for the automotive sector; **Motor vehicles:** motor vehicles manufacturers in general, including trucks, trailers, camper vans, special means of transport and/or intended for special use, such as fitting and specific equipment mounted on motor vehicles.

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