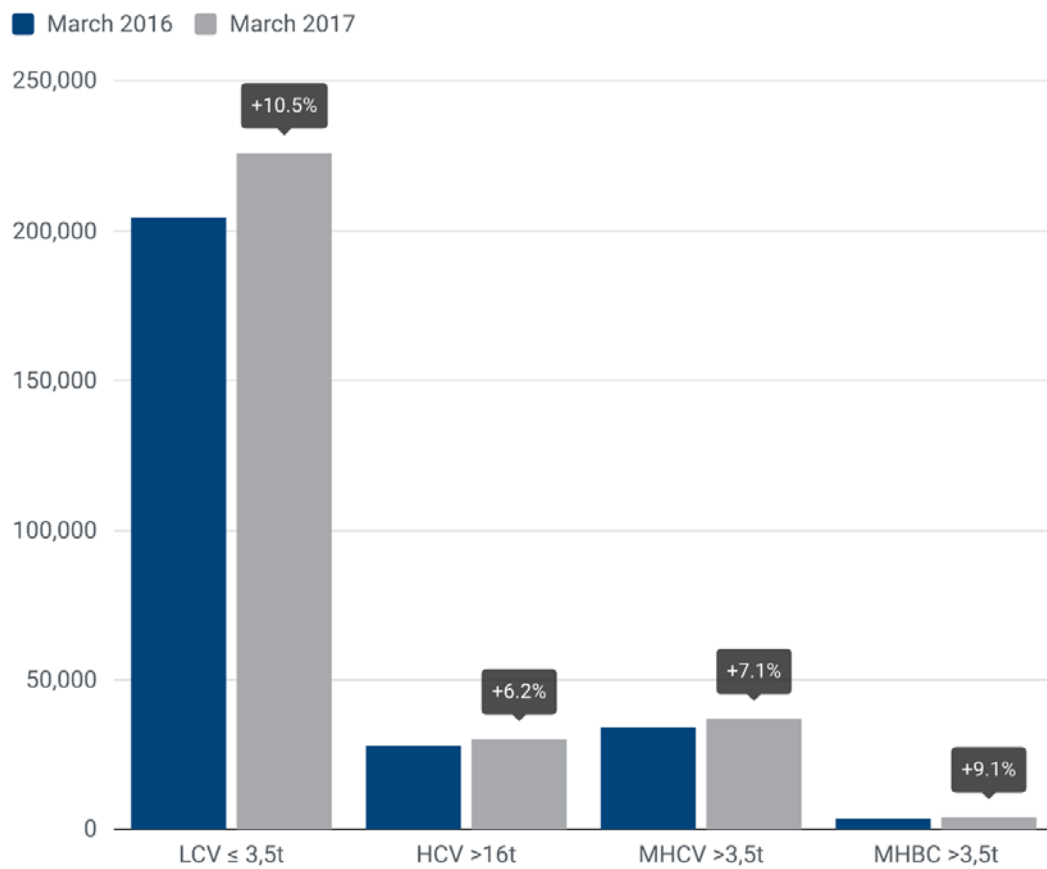


NEW COMMERCIAL VEHICLE REGISTRATIONS EUROPEAN UNION¹

March 2017



¹ Data for Malta unavailable

Commercial vehicle registrations: +7.5% in first quarter of 2017; 10.0% in March

Total new commercial vehicles

In March 2017, EU commercial vehicle registrations increased significantly (+10.0%), totalling 266,930 units. This strong result is mainly due to Easter falling in March last year and in April this year. Demand was sustained by all segments and across most of the major EU markets. Spain (+24.3%), Germany (+17.3%), Italy (+17.0%) and France (+13.7%) all posted double-digit percentage gains, although registrations declined slightly in the United Kingdom (-1.3%).

During the first quarter of the year, the European market expanded by 7.5%, counting 606,258 new commercial vehicles. Over the same period, both Spain (+20.4%) and Italy (+13.4%) posted highest increases, followed by France (+9.4%) and Germany (+7.5%), while the UK market remained stable (-0.2%).

New light commercial vehicles (LCV) up to 3.5 tonnes²

In March 2017, new registrations of light commercial vehicles totalled 225,861 units, or 10.5% more than in the same month last year. Spain (+25.4%), Germany (+18.4%), France (+15.2%) and Italy (+12.9%) all posted significant growth. At the same time, the United Kingdom (-0.9%) performed slightly below March 2016 levels.

From January to March 2017, 504,877 new vans were registered in the EU, up 8.1% compared to the first quarter of 2016. The United Kingdom (-0.9%) was the only major market posting a slight decline, while Spain (+23.6%), France (+10.2%), Italy (+9.4%) and Germany (+8.9%) all saw demand for vans increase.

New heavy commercial vehicles (HCV) over 16 tonnes³

March 2017 results show a positive uplift in the heavy truck segment (+6.2%), with 29,979 new vehicles registered. Most of the EU's major markets contributed to this growth, Italy did very well (+60.1%) while the UK (-11.7%) market faced a downturn.

Three months into the year, the EU market grew by 4.8%, reaching 75,329 units. Italy (+43.9%), France (+5.7%), Germany (+4.9%), Spain (+2.0) and the UK (+0.6%) all saw their demand for heavy trucks increase.

New medium and heavy commercial vehicles (MHCV) over 3.5 tonnes⁴

In March 2017, truck registrations were largely similar to those in the heavy truck segment, with Italy again posting the highest growth figures (+52.9%) followed by Spain (+16.9%) and Germany (+14.1%) – only the United Kingdom posted a decline (-6.4%). Overall, 36,870 new trucks were registered in the EU, up 7.1% compared to March 2016.

From January to March 2017, 91,665 new trucks were registered in the European Union, 4.7% more than last year. Similarly to the HCV segment, the five big markets posted growth, jointly sustaining positive momentum across the whole region.

New medium and heavy buses & coaches (MHBC) over 3.5 tonnes

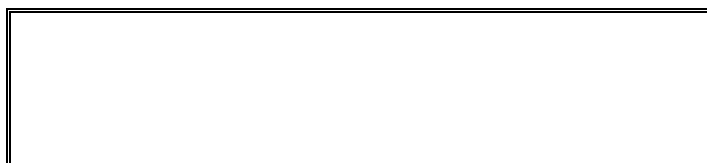
March 2017 results of the bus and coach segment were rather diverse. Demand fell in France (-8.6%), while Italy (+57.8%) and Germany (+21.6%) posted remarkable growth. Overall, 4,199 new buses and coaches were registered across the region, up 9.1%.

In the first quarter of 2017, the EU bus and coach market grew by 5.9%, counting 9,716 vehicles registered. Demand only decreased in Spain (-1.8%) and France (-17.9%), while new bus and coach registrations increased in Italy (+58.0%), Germany (+12.9%) and the UK (+8.5%).

² Including light buses and coaches

³ Excluding heavy buses and coaches

⁴ Excluding buses and coaches



PROVISIONAL
EU+EFTA¹ COUNTRIES NEW REGISTRATION FIGURES BY MARKET
NEW LIGHT COMMERCIAL VEHICLES up to 3.5t²

26/04/17

	March '17	March '16	% Change	Jan-Mar '17	Jan-Mar '16	% Change
AUSTRIA	4,576	3,560	28.5%	10,059	8,688	15.8%
BELGIUM	8,129	6,575	23.6%	21,777	18,528	17.5%
BULGARIA	400	485	-17.5%	1,147	1,157	-0.9%
CROATIA	854	639	33.6%	2,004	1,736	15.4%
CYPRUS	202	129	56.6%	503	392	28.3%
CZECH REPUBLIC	1,712	1,591	7.6%	4,511	4,168	8.2%
DENMARK	3,668	3,128	17.3%	8,857	8,881	-0.3%
ESTONIA	352	359	-1.9%	1,059	958	10.5%
FINLAND	1,525	1,098	38.9%	4,192	3,233	29.7%
FRANCE	44,450	38,582	15.2%	109,814	99,639	10.2%
GERMANY	26,912	22,736	18.4%	63,184	58,034	8.9%
GREECE	520	339	53.4%	1,700	1,115	52.5%
HUNGARY	1,793	1,915	-6.4%	4,296	4,739	-9.3%
IRELAND	3,109	3,402	-8.6%	11,977	13,414	-10.7%
ITALY	17,300	15,327	12.9%	43,400	39,673	9.4%
LATVIA	183	164	11.6%	438	510	-14.1%
LITHUANIA	312	243	28.4%	710	678	4.7%
LUXEMBOURG	453	475	-4.6%	1,177	1,120	5.1%
NETHERLANDS	8,230	7,646	7.6%	22,851	21,341	7.1%
POLAND	6,097	5,342	14.1%	14,608	13,949	4.7%
PORTUGAL	3,572	3,818	-6.4%	8,669	8,067	7.5%
ROMANIA	1,114	1,139	-2.2%	3,891	3,262	19.3%
SLOVAKIA	721	691	4.3%	1,816	1,781	2.0%
SLOVENIA	1,114	865	28.8%	2,951	2,500	18.0%
SPAIN	19,558	15,593	25.4%	48,061	38,870	23.6%
SWEDEN	5,689	4,692	21.2%	13,255	11,705	13.2%
UNITED KINGDOM	63,316	63,913	-0.9%	97,970	98,906	-0.9%
EUROPEAN UNION	225,861	204,446	10.5%	504,877	467,044	8.1%
EU15 ³	211,007	190,884	10.5%	466,943	431,214	8.3%
EU12 ⁴	14,854	13,562	9.5%	37,934	35,830	5.9%
ICELAND	244	160	52.5%	522	432	20.8%
NORWAY	3,518	2,778	26.6%	7,998	7,153	11.8%
SWITZERLAND	3,127	2,769	12.9%	7,851	7,509	4.6%
EFTA	6,889	5,707	20.7%	16,371	15,094	8.5%
EU+EFTA	232,750	210,153	10.8%	521,248	482,138	8.1%
WESTERN EUROPE (EU15+EFTA)	217,896	196,591	10.8%	483,314	446,308	8.3%

SOURCE: NATIONAL AUTOMOBILE MANUFACTURERS' ASSOCIATIONS

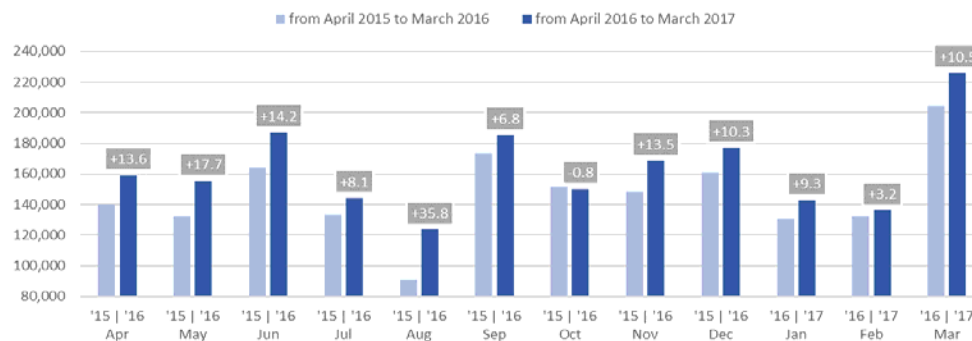
¹ Data for Malta unavailable

³ Member States before the 2004 enlargement

² Including Light Buses & Coaches

⁴ Member States having joined the EU since 2004

New light commercial vehicle registrations in the EU - 12 month trend



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This information is available on the ACEA website: <http://www.acea.be>



PROVISIONAL

EU+EFTA¹ COUNTRIES NEW REGISTRATION FIGURES BY MARKET NEW HEAVY COMMERCIAL VEHICLES of 16t and over²

26/04/17

	March '17	March '16	% Change	Jan-Mar '17	Jan-Mar '16	% Change
AUSTRIA	994	835	19.0%	2,200	1,917	14.8%
BELGIUM	804	749	7.3%	2,483	2,302	7.9%
BULGARIA	N/A	N/A	N/A	N/A	N/A	N/A
CROATIA	120	88	36.4%	323	304	6.3%
CYPRUS	2	7	-71.4%	22	9	144.4%
CZECH REPUBLIC ³	661	818	-19.2%	1,991	2,307	-13.7%
DENMARK	466	457	2.0%	1,117	1,109	0.7%
ESTONIA	98	67	46.3%	331	263	25.9%
FINLAND	267	199	34.2%	790	628	25.8%
FRANCE	4,108	3,958	3.8%	10,672	10,097	5.7%
GERMANY	7,179	6,257	14.7%	16,826	16,033	4.9%
GREECE	28	24	16.7%	53	71	-25.4%
HUNGARY	426	447	-4.7%	1,080	1,142	-5.4%
IRELAND ⁴	265	238	11.3%	865	807	7.2%
ITALY ⁵	1,965	1,227	60.1%	5,235	3,638	43.9%
LATVIA	116	130	-10.8%	342	335	2.1%
LITHUANIA ⁴	714	690	3.5%	1,849	1,505	22.9%
LUXEMBOURG ⁴	76	117	-35.0%	224	361	-38.0%
NETHERLANDS	1,593	1,830	-13.0%	4,099	4,564	-10.2%
POLAND	2,444	2,460	-0.7%	5,805	5,874	-1.2%
PORTUGAL	386	285	35.4%	939	957	-1.9%
ROMANIA	655	720	-9.0%	1,736	1,812	-4.2%
SLOVAKIA	351	355	-1.1%	1,149	1,010	13.8%
SLOVENIA ⁴	185	175	5.7%	636	598	6.4%
SPAIN	1,665	1,415	17.7%	4,842	4,749	2.0%
SWEDEN	662	443	49.4%	1,398	1,228	13.8%
UNITED KINGDOM ⁴	3,749	4,246	-11.7%	8,322	8,270	0.6%
EUROPEAN UNION	29,979	28,237	6.2%	75,329	71,890	4.8%
EU15	24,207	22,280	8.6%	60,065	56,731	5.9%
EU12	5,772	5,957	-3.1%	15,264	15,159	0.7%
ICELAND	16	17	-5.9%	41	30	36.7%
NORWAY ⁴	442	311	42.1%	1,153	993	16.1%
SWITZERLAND ³	420	340	23.5%	1,019	834	22.2%
EFTA	878	668	31.4%	2,213	1,857	19.2%
EU+EFTA	30,857	28,905	6.8%	77,542	73,747	5.1%
WESTERN EUROPE (EU15+EFTA)	25,085	22,948	9.3%	62,278	58,588	6.3%

SOURCE: NATIONAL AUTOMOBILE MANUFACTURERS' ASSOCIATIONS

¹ Data for Malta unavailable

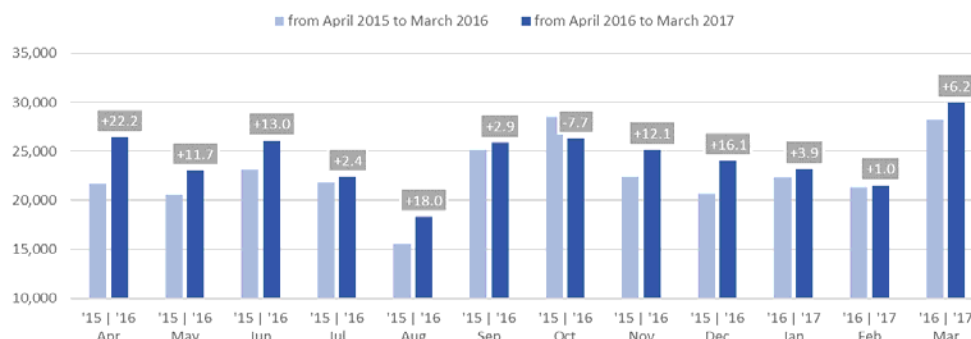
⁴ Estimates

² Excluding Heavy Buses & Coaches

⁵ ANFA estimates based on vehicle registration certificates issued by the Italian Ministry of Transport

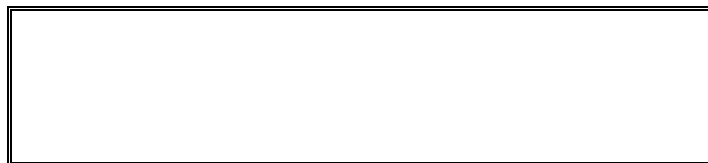
³ Heavy Commercial Vehicles of 18t and over

New heavy commercial vehicle registrations in the EU - 12 month trend



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This information is available on the ACEA website: <http://www.acea.be>



PROVISIONAL
EU+EFTA¹ COUNTRIES NEW REGISTRATION FIGURES BY MARKET
NEW MEDIUM & HEAVY COMMERCIAL VEHICLES over 3.5t²

26/04/17

	March '17	March '16	% Change	Jan-Mar '17	Jan-Mar '16	% Change
AUSTRIA	1,020	875	16.6%	2,286	2,050	11.5%
BELGIUM	931	875	6.4%	2,877	2,726	5.5%
BULGARIA	N/A	N/A	N/A	N/A	N/A	N/A
CROATIA	144	103	39.8%	377	342	10.2%
CYPRUS	8	7	14.3%	31	11	181.8%
CZECH REPUBLIC	798	945	-15.6%	2,331	2,750	-15.2%
DENMARK	507	502	1.0%	1,217	1,250	-2.6%
ESTONIA	99	74	33.8%	339	276	22.8%
FINLAND	311	253	22.9%	914	788	16.0%
FRANCE	4,793	4,615	3.9%	12,399	11,713	5.9%
GERMANY	9,926	8,702	14.1%	22,986	22,230	3.4%
GREECE	33	31	6.5%	94	98	-4.1%
HUNGARY	478	472	1.3%	1,179	1,231	-4.2%
IRELAND	270	279	-3.2%	937	936	0.1%
ITALY ³	2,365	1,547	52.9%	6,479	4,548	42.5%
LATVIA	117	132	-11.4%	348	346	0.6%
LITHUANIA ⁴	730	698	4.6%	1,878	1,525	23.1%
LUXEMBOURG	149	127	17.3%	314	379	-17.2%
NETHERLANDS	1,704	1,971	-13.5%	4,457	4,966	-10.2%
POLAND	2,668	2,604	2.5%	6,240	6,297	-0.9%
PORTUGAL	449	351	27.9%	1,107	1,129	-1.9%
ROMANIA	682	742	-8.1%	1,823	1,910	-4.6%
SLOVAKIA	403	419	-3.8%	1,269	1,140	11.3%
SLOVENIA ⁴	199	188	5.9%	689	640	7.7%
SPAIN	2,016	1,725	16.9%	5,811	5,721	1.6%
SWEDEN	729	489	49.1%	1,553	1,366	13.7%
UNITED KINGDOM ⁴	5,341	5,705	-6.4%	11,730	11,169	5.0%
EUROPEAN UNION	36,870	34,431	7.1%	91,665	87,537	4.7%
EU15	30,544	28,047	8.9%	75,161	71,069	5.8%
EU12	6,326	6,384	-0.9%	16,504	16,468	0.2%
ICELAND	27	31	-12.9%	76	64	18.8%
NORWAY	593	435	36.3%	1,459	1,247	17.0%
SWITZERLAND	496	423	17.3%	1,209	1,024	18.1%
EFTA	1,116	889	25.5%	2,744	2,335	17.5%
EU+EFTA	37,986	35,320	7.5%	94,409	89,872	5.0%
WESTERN EUROPE (EU15+EFTA)	31,660	28,936	9.4%	77,905	73,404	6.1%

SOURCE: NATIONAL AUTOMOBILE MANUFACTURERS' ASSOCIATIONS

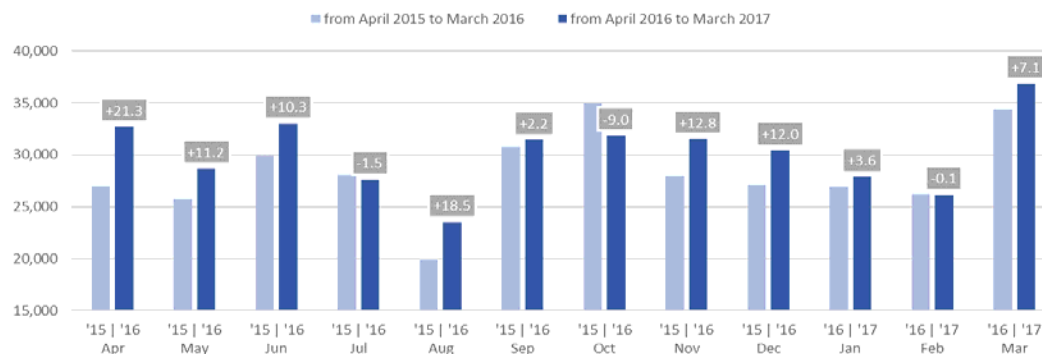
¹ Data for Malta unavailable

³ ANFIA estimates based on vehicle registration certificates issued by the Italian Ministry of Transport

² Excluding total Buses & Coaches over 3.5t

⁴ Estimates

New medium and heavy commercial vehicle registrations in the EU - 12 month trend



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PROVISIONAL

EU+EFTA¹ COUNTRIES NEW REGISTRATION FIGURES BY MARKET NEW MEDIUM & HEAVY BUSES & COACHES over 3.5t

26/04/17

	March '17	March '16	% Change	Jan-Mar '17	Jan-Mar '16	% Change
AUSTRIA	100	152	-34.2%	271	363	-25.3%
BELGIUM	65	81	-19.8%	255	215	18.6%
BULGARIA	N/A	N/A	N/A	N/A	N/A	N/A
CROATIA	33	25	32.0%	43	57	-24.6%
CYPRUS	N/A	N/A	N/A	N/A	N/A	N/A
CZECH REPUBLIC	89	104	-14.4%	194	199	-2.5%
DENMARK	69	33	109.1%	170	104	63.5%
ESTONIA	22	21	4.8%	38	74	-48.6%
FINLAND	29	29	0.0%	106	82	29.3%
FRANCE	576	630	-8.6%	1,326	1,615	-17.9%
GERMANY	704	579	21.6%	1,636	1,449	12.9%
GREECE	16	14	14.3%	47	32	46.9%
HUNGARY	31	20	55.0%	143	141	1.4%
IRELAND	35	36	-2.8%	94	124	-24.2%
ITALY ²	314	199	57.8%	1,005	636	58.0%
LATVIA	23	8	187.5%	44	23	91.3%
LITHUANIA ³	21	16	31.3%	49	43	14.0%
LUXEMBOURG	24	12	100.0%	93	56	66.1%
NETHERLANDS	112	92	21.7%	172	132	30.3%
POLAND	319	237	34.6%	549	512	7.2%
PORTUGAL	39	52	-25.0%	162	170	-4.7%
ROMANIA	82	101	-18.8%	220	247	-10.9%
SLOVAKIA	21	19	10.5%	78	58	34.5%
SLOVENIA ³	17	21	-19.0%	53	52	1.9%
SPAIN	298	281	6.0%	753	767	-1.8%
SWEDEN	91	37	145.9%	178	142	25.4%
UNITED KINGDOM ³	1,069	1,051	1.7%	2,037	1,878	8.5%
EUROPEAN UNION	4,199	3,850	9.1%	9,716	9,171	5.9%
EU15	3,541	3,278	8.0%	8,305	7,765	7.0%
EU12	658	572	15.0%	1,411	1,406	0.4%
ICELAND	8	16	-50.0%	24	37	-35.1%
NORWAY	163	60	171.7%	272	156	74.4%
SWITZERLAND	36	35	2.9%	87	88	-1.1%
EFTA	207	111	86.5%	383	281	36.3%
EU+EFTA	4,406	3,961	11.2%	10,099	9,452	6.8%
WESTERN EUROPE (EU15+EFTA)	3,748	3,389	10.6%	8,688	8,046	8.0%

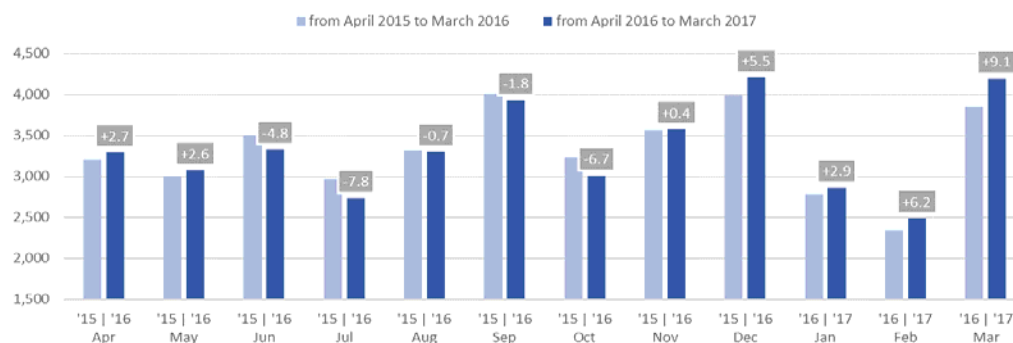
SOURCE: NATIONAL AUTOMOBILE MANUFACTURERS' ASSOCIATIONS

¹ Data for Malta unavailable

² ANFIA estimates based on vehicle registration certificates issued by the Italian Ministry of Transport

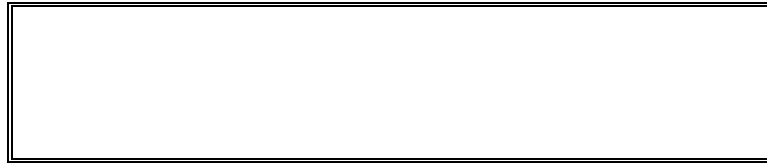
³ Estimates

New medium and heavy buses & coaches registrations in the EU - 12 month trend



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PROVISIONAL
EU+EFTA¹ COUNTRIES NEW REGISTRATION FIGURES BY MARKET
TOTAL NEW COMMERCIAL VEHICLES²

26/04/17

	March '17	March '16	% Change	Jan-Mar '17	Jan-Mar '16	% Change
AUSTRIA	5,696	4,587	24.2%	12,616	11,101	13.6%
BELGIUM	9,125	7,531	21.2%	24,909	21,469	16.0%
BULGARIA ³	400	485	-17.5%	1,147	1,157	-0.9%
CROATIA	1,031	767	34.4%	2,424	2,135	13.5%
CYPRUS ⁴	210	136	54.4%	534	403	32.5%
CZECH REPUBLIC	2,599	2,640	-1.6%	7,036	7,117	-1.1%
DENMARK	4,244	3,663	15.9%	10,244	10,235	0.1%
ESTONIA	473	454	4.2%	1,436	1,308	9.8%
FINLAND	1,865	1,380	35.1%	5,212	4,103	27.0%
FRANCE	49,819	43,827	13.7%	123,539	112,967	9.4%
GERMANY	37,542	32,017	17.3%	87,806	81,713	7.5%
GREECE	569	384	48.2%	1,841	1,245	47.9%
HUNGARY	2,302	2,407	-4.4%	5,618	6,111	-8.1%
IRELAND	3,414	3,717	-8.2%	13,008	14,474	-10.1%
ITALY ⁵	19,979	17,073	17.0%	50,884	44,857	13.4%
LATVIA	323	304	6.3%	830	879	-5.6%
LITHUANIA	1,063	957	11.1%	2,637	2,246	17.4%
LUXEMBOURG	626	614	2.0%	1,584	1,555	1.9%
NETHERLANDS	10,046	9,709	3.5%	27,480	26,439	3.9%
POLAND	9,084	8,183	11.0%	21,397	20,758	3.1%
PORTUGAL	4,060	4,221	-3.8%	9,938	9,366	6.1%
ROMANIA	1,878	1,982	-5.2%	5,934	5,419	9.5%
SLOVAKIA	1,145	1,129	1.4%	3,163	2,979	6.2%
SLOVENIA	1,330	1,074	23.8%	3,693	3,192	15.7%
SPAIN	21,872	17,599	24.3%	54,625	45,358	20.4%
SWEDEN	6,509	5,218	24.7%	14,986	13,213	13.4%
UNITED KINGDOM	69,726	70,669	-1.3%	111,737	111,953	-0.2%
EUROPEAN UNION	266,930	242,727	10.0%	606,258	563,752	7.5%
EU15	245,092	222,209	10.3%	550,409	510,048	7.9%
EU12	21,838	20,518	6.4%	55,849	53,704	4.0%
ICELAND	279	207	34.8%	622	533	16.7%
NORWAY	4,274	3,273	30.6%	9,729	8,556	13.7%
SWITZERLAND	3,659	3,227	13.4%	9,147	8,621	6.1%
EFTA	8,212	6,707	22.4%	19,498	17,710	10.1%
EU+EFTA	275,142	249,434	10.3%	625,756	581,462	7.6%
WESTERN EUROPE (EU15+EFTA)	253,304	228,916	10.7%	569,907	527,758	8.0%

SOURCE: NATIONAL AUTOMOBILE MANUFACTURERS' ASSOCIATIONS

¹ Data for Malta unavailable

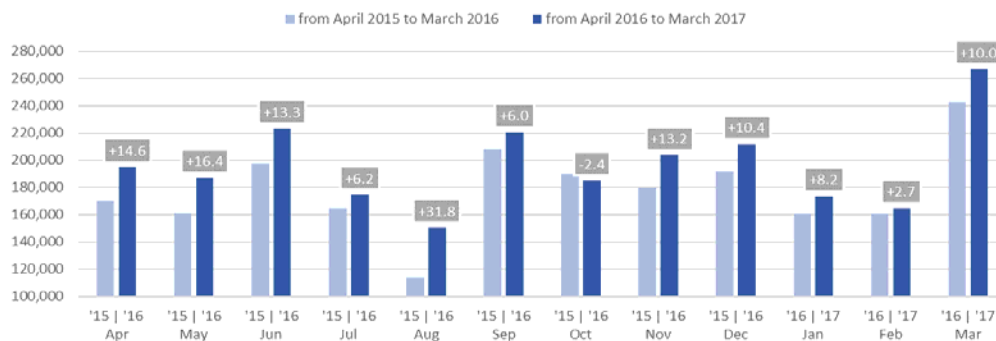
⁴ Data for Buses & Coaches unavailable

² Total Light, Medium & Heavy Commercial Vehicles and Buses & Coaches

⁵ ANFIA estimates based on vehicle registration certificates issued by the Italian Ministry of Transport

³ Data for Medium & Heavy Commercial Vehicles and Buses & Coaches unavailable

Total new commercial vehicle registrations in the EU - 12 month trend



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