



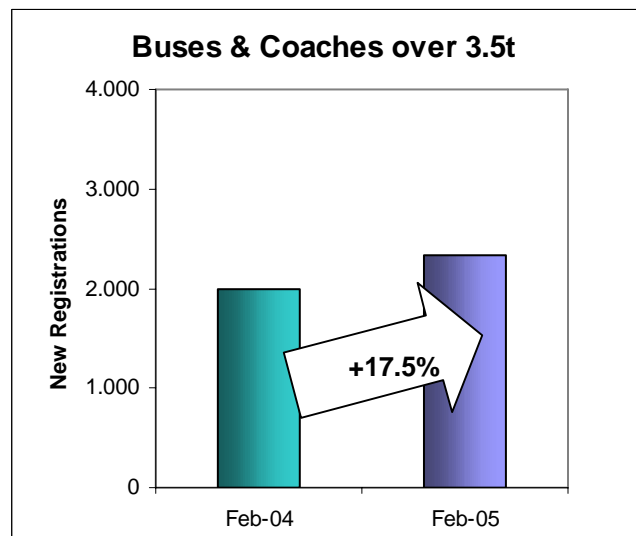
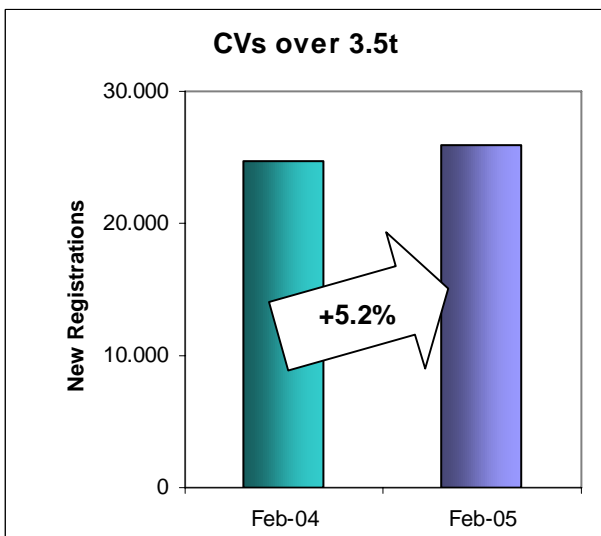
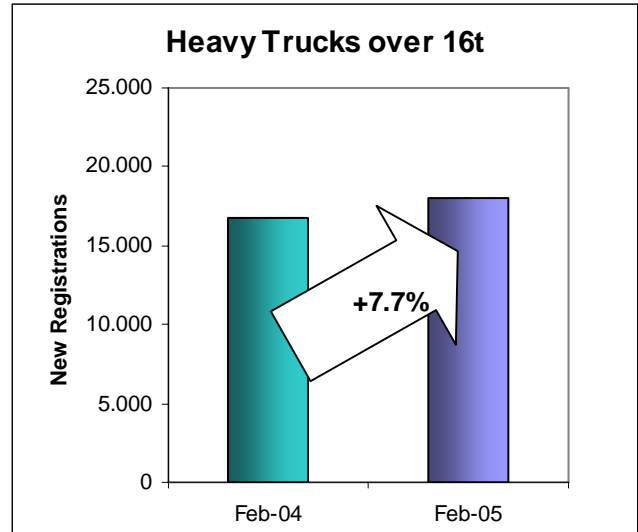
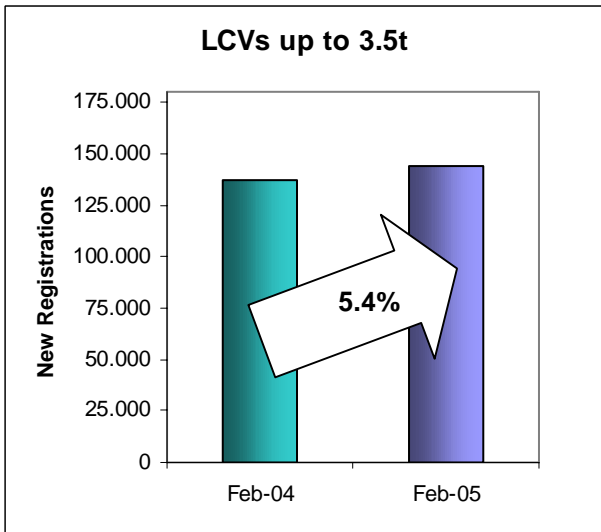
**PRESS EMBARGO FOR ALL DATA:  
8.00 A.M (7.00 A.M. GMT), 25 March 2005**

# Press Release

## NEW COMMERCIAL VEHICLE REGISTRATIONS

February 2005

*European Union + EFTA Countries*





A C E A

### **New Light Commercial Vehicles up to 3.5t**

Light commercial vehicle (LCV) registrations in Western Europe showed a continued upward trend in February, reaching 144.253 units. This represents a 5.4% increase relative to the same month last year (+5.5% for the EU-15). The number of working days was significantly the same, with the sole exceptions of Slovenia (-1 day) and Greece (+1 day).

Looking at the performance of the main markets, while Spain (+13.1%), the UK (+8.7%) and France (+5.6%) contributed positively to the February results, the situation in Italy (-2.4%) and Germany (-2.1%) was more sluggish. The other markets showed a dynamic activity with new registrations increases ranging from +35.3% in Sweden to 0.5% in Portugal. The situation was less favourable in the Netherlands which reported a drop in new registrations of -27.1%.

Cumulative figures for the January-February 2005 period showed an increase in new LCV registrations of 6.3% relative to the same period last year (+6.4% for the EU-15). With the exception of Germany (-1.9%) all the main markets contributed positively to this result: Spain (+14.2%), UK (+7.1%), France (+4.0%), Italy (+0.3%). Denmark (+33.7%), Ireland (+28.5%) and Belgium (+12.9%) were among the more prominent smaller countries making a positive contribution to the year-to-date results.

### **New Heavy Commercial Vehicles –HCV (over 16t - excluding Buses & Coaches)**

New heavy truck registrations in Western Europe reached 18.009 units in February, an increase of 7.7% compared to the same month last year (similar rise for the EU-15). This situation results essentially from the performance of the main markets which, to the exception of Spain (-5.7%), all posted increases in registrations: Italy (+17.5%), France (+12.1%), UK (+7.0%) and Germany (+4.7%).

With the exception of Finland (-6.4%) and Switzerland (-2.7%), all other markets posted positive results. We note, in particular, the performance of Ireland (+54.0%), Denmark (+20.1%), Portugal (+19.5%), Belgium (17.4%), Sweden (+6.3%) and Austria (+4.8%).

Looking at cumulative results for the first two months of the year, the market for new heavy trucks saw an increase of 7.3% relative to the same period last year (+7.0% for the EU-15). With the exception of Spain which showed a flat situation, all the main markets contributed positively to this result: Italy (+22.1%), Germany (+13%), France (+10.6%) and the UK (+1.9%). Regarding the other markets, they all posted increases in registrations, except Finland (-13.0%).

### **New Commercial Vehicles over 3.5t (excluding Buses & Coaches)**

Reflecting the sustained sales in the heavy commercial vehicle segment, the market for new commercial vehicles above 3.5t also showed an upward trend in new registrations in February. In total, 25.947 new vehicles were registered, an increase of 5.2% relative to the same month last year (+5.5% for the EU-15). With the exception of Spain (-4.6%), all the main markets contributed positively to this result: Italy (+11.9%), France (+7.2%), Germany (+6.9%) and the UK (+4.7%).

The situation in the other markets was mixed. Drops were reported in Finland (-17.5%), Norway (-15.9%), the Netherlands (-2.2%) and Sweden (-2.2%). All other countries showed increases in new registrations ranging from +36.7% in Ireland to +2.1 in Portugal.

Cumulative results for the January-February period point to an increase in new commercial vehicle registrations above 3.5t of 6.3% (similar increase for the EU-15).

### **New Buses & Coaches over 3.5t**

Registrations of medium and heavy buses and coaches in Western Europe reached 2.338 units in February 2005, representing a 17.5% rise relative to the same month last year (+15.4% for the EU-15). With the exception of Spain (-6.1%), all the main markets posted sales increases: Germany (+101.2%), the UK (+67.8%), France (+15.2%), and Italy (+7.0%). Cumulative results for the January-February period point to an increase in new buses & coaches registrations of 23.4% (+21.0% for the EU-15).



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# Press Release

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8.00 A.M.(6.00 A.M. GMT), 25 March 2005**

## PROVISIONAL

### EU + EFTA COUNTRIES REGISTRATION FIGURES BY MARKET NEW LIGHT COMMERCIAL VEHICLES up to 3.5t\*

25/03/05

	February '05	February '04	% Change	Jan-Feb '05	Jan-Feb '04	% Change
AUSTRIA	1.676	1.591	5,3%	3.649	3.385	7,8%
BELGIUM	5.581	4.899	13,9%	11.484	10.173	12,9%
DENMARK	3.857	3.045	26,7%	7.811	5.843	33,7%
FINLAND	1.241	1.205	3,0%	2.814	2.813	0,0%
FRANCE	34.146	32.335	5,6%	67.472	64.886	4,0%
GERMANY	11.960	12.215	-2,1%	24.573	25.051	-1,9%
GREECE	1.896	1.695	11,9%	4.077	3.519	15,9%
IRELAND	4.515	3.495	29,2%	11.534	8.973	28,5%
ITALY**	17.565	17.996	-2,4%	33.634	33.550	0,3%
LUXEMBOURG	255	201	26,9%	536	438	22,4%
NETHERLANDS	5.230	7.174	-27,1%	15.942	18.242	-12,6%
PORTUGAL	5.554	5.525	0,5%	11.403	11.107	2,7%
SPAIN	28.689	25.368	13,1%	56.172	49.179	14,2%
SWEDEN	2.382	1.761	35,3%	4.374	3.249	34,6%
UNITED KINGDOM	15.523	14.284	8,7%	37.493	34.997	7,1%
<b>EUROPEAN UNION</b>	<b>140.070</b>	<b>132.789</b>	<b>5,5%</b>	<b>292.968</b>	<b>275.405</b>	<b>6,4%</b>
ICELAND	130	82	58,5%	247	179	38,0%
NORWAY	2.614	2.456	6,4%	5.038	4.664	8,0%
SWITZERLAND	1.439	1.535	-6,3%	2.897	3.152	-8,1%
<b>EFTA</b>	<b>4.183</b>	<b>4.073</b>	<b>2,7%</b>	<b>8.182</b>	<b>7.995</b>	<b>2,3%</b>
<b>WEST. EUROPE</b>	<b>144.253</b>	<b>136.862</b>	<b>5,4%</b>	<b>301.150</b>	<b>283.400</b>	<b>6,3%</b>

(\*) : Including Light Buses and Coaches

(\*\*) : For Italy, delivery figures

For further information, please call:

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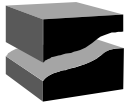
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**Next Press Release on Commercial Vehicles to be issued on 27 April 2005**



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# Press Release

**PRESS EMBARGO FOR ALL DATA :  
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## PROVISIONAL

### EU + EFTA COUNTRIES REGISTRATION FIGURES BY MARKET NEW HEAVY COMMERCIAL VEHICLES of 16t and over\*

25/03/05

	February '05	February '04	% Change	Jan-Feb '05	Jan-Feb '04	% Change
AUSTRIA	544	519	4,8%	1.464	1.328	10,2%
BELGIUM	209	178	17,4%	450	438	2,7%
DENMARK	317	264	20,1%	702	635	10,6%
FINLAND	206	220	-6,4%	494	568	-13,0%
FRANCE	3.546	3.163	12,1%	8.348	7.550	10,6%
GERMANY	3.588	3.427	4,7%	7.880	7.776	1,3%
GREECE	89	57	56,1%	180	119	51,3%
IRELAND	348	226	54,0%	822	531	54,8%
ITALY	2.586	2.201	17,5%	4.830	3.957	22,1%
LUXEMBOURG	102	87	17,2%	165	149	10,7%
NETHERLANDS	1.043	1.033	1,0%	2.649	2.558	3,6%
PORTUGAL	233	195	19,5%	577	557	3,6%
SPAIN	2.316	2.456	-5,7%	4.805	4.806	0,0%
SWEDEN	337	317	6,3%	641	590	8,6%
UNITED KINGDOM	2.124	1.985	7,0%	4.442	4.361	1,9%
<b>EUROPEAN UNION</b>	<b>17.588</b>	<b>16.328</b>	<b>7,7%</b>	<b>38.449</b>	<b>35.923</b>	<b>7,0%</b>
ICELAND	24	6	300,0%	36	11	227,3%
NORWAY	218	204	6,9%	606	477	27,0%
SWITZERLAND	179	184	-2,7%	370	369	0,3%
<b>EFTA</b>	<b>421</b>	<b>394</b>	<b>6,9%</b>	<b>1.012</b>	<b>857</b>	<b>18,1%</b>
<b>WEST. EUROPE</b>	<b>18.009</b>	<b>16.722</b>	<b>7,7%</b>	<b>39.461</b>	<b>36.780</b>	<b>7,3%</b>

(\*) : Excluding Buses and Coaches

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## PROVISIONAL

### EU + EFTA COUNTRIES REGISTRATION FIGURES BY MARKET NEW MEDIUM & HEAVY COMMERCIAL VEHICLES over 3.5t\*

25/03/05

	February '05	February '04	% Change	Jan-Feb '05	Jan-Feb '04	% Change
AUSTRIA	584	569	2,6%	1.570	1.437	9,3%
BELGIUM	886	805	10,1%	2.392	2.114	13,2%
DENMARK	366	321	14,0%	806	734	9,8%
FINLAND	292	354	-17,5%	697	867	-19,6%
FRANCE	4.201	3.918	7,2%	9.778	9.017	8,4%
GERMANY	6.264	5.862	6,9%	13.156	12.486	5,4%
GREECE	156	145	7,6%	331	281	17,8%
IRELAND	577	422	36,7%	1.313	947	38,6%
ITALY	3.500	3.127	11,9%	6.568	5.661	16,0%
LUXEMBOURG	131	102	28,4%	215	175	22,9%
NETHERLANDS	1.172	1.199	-2,3%	2.982	2.863	4,2%
PORTUGAL	291	285	2,1%	743	762	-2,5%
SPAIN	2.984	3.128	-4,6%	6.107	6.097	0,2%
SWEDEN	399	408	-2,2%	764	737	3,7%
UNITED KINGDOM	3.482	3.327	4,7%	7.411	7.393	0,2%
<b>EUROPEAN UNION</b>	<b>25.285</b>	<b>23.972</b>	<b>5,5%</b>	<b>54.833</b>	<b>51.571</b>	<b>6,3%</b>
ICELAND	60	12	400,0%	110	22	400,0%
NORWAY	360	428	-15,9%	871	897	-2,9%
SWITZERLAND	242	241	0,4%	500	480	4,2%
<b>EFTA</b>	<b>662</b>	<b>681</b>	<b>-2,8%</b>	<b>1.481</b>	<b>1.399</b>	<b>5,9%</b>
<b>WEST. EUROPE</b>	<b>25.947</b>	<b>24.653</b>	<b>5,2%</b>	<b>56.314</b>	<b>52.970</b>	<b>6,3%</b>

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

25/03/05

	February '05	February '04	% Change	Jan-Feb '05	Jan-Feb '04	% Change
AUSTRIA	54	36	50,0%	132	120	10,0%
BELGIUM	83	88	-5,7%	217	172	26,2%
DENMARK	16	25	-36,0%	59	64	-7,8%
FINLAND	41	26	57,7%	93	68	36,8%
FRANCE	387	336	15,2%	1.027	814	26,2%
GERMANY	497	247	101,2%	1.062	718	47,9%
GREECE	29	109	-73,4%	72	199	-63,8%
IRELAND	5	23	-78,3%	59	90	-34,4%
ITALY	456	426	7,0%	943	662	42,4%
LUXEMBOURG	23	17	35,3%	67	34	97,1%
NETHERLANDS	49	49	0,0%	84	110	-23,6%
PORTUGAL	37	41	-9,8%	115	80	43,8%
SPAIN	248	264	-6,1%	490	504	-2,8%
SWEDEN	26	83	-68,7%	73	115	-36,5%
UNITED KINGDOM	292	174	67,8%	626	481	30,1%
<b>EUROPEAN UNION</b>	<b>2.243</b>	<b>1.944</b>	<b>15,4%</b>	<b>5.119</b>	<b>4.231</b>	<b>21,0%</b>
ICELAND	2	2	0,0%	15	2	650,0%
NORWAY	57	19	200,0%	138	56	146,4%
SWITZERLAND	36	24	50,0%	73	43	69,8%
<b>EFTA</b>	<b>95</b>	<b>45</b>	<b>111,1%</b>	<b>226</b>	<b>101</b>	<b>123,8%</b>
<b>WEST. EUROPE</b>	<b>2.338</b>	<b>1.989</b>	<b>17,5%</b>	<b>5.345</b>	<b>4.332</b>	<b>23,4%</b>

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