

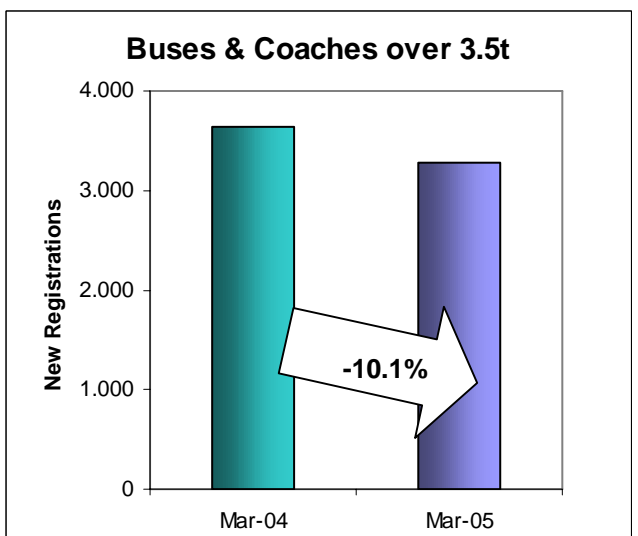
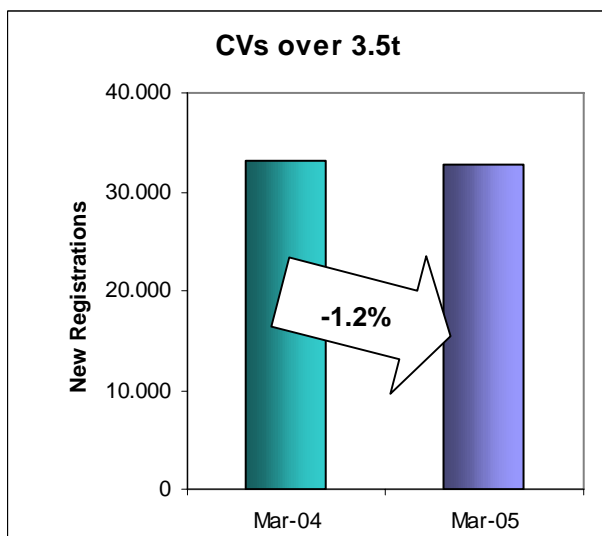
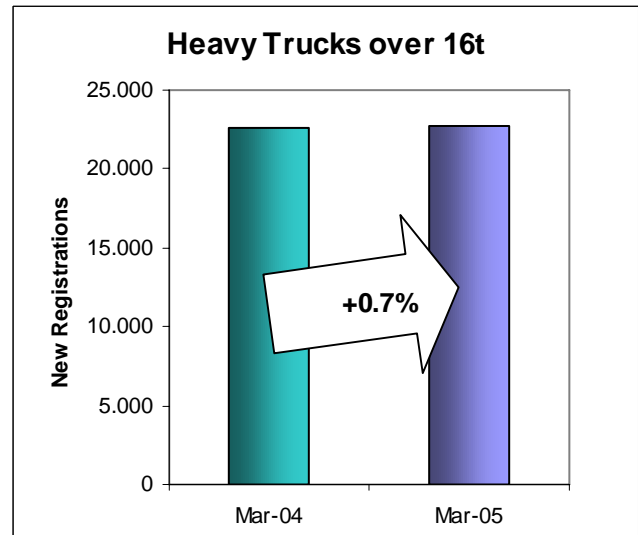
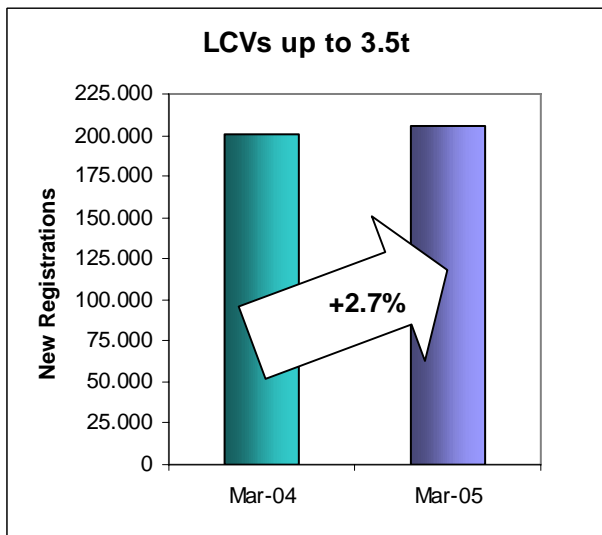
**PRESS EMBARGO FOR ALL DATA:  
8.00 A.M (6.00 A.M. GMT), 27 April 2005**

# P r e s s   R e l e a s e

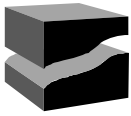
## NEW COMMERCIAL VEHICLE REGISTRATIONS

**March 2005**

*European Union + EFTA Countries*



**Next Press Release : Thursday, 26 May 2005**



ACEA

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

Light commercial vehicle (LCV) registrations in Western Europe continued to grow in March although at a slower pace than in previous months. In total, new registrations reached 205.524 units, representing a 2.7% increase relative to the same month last year (+2.9% for the EU-15). These figures are heavily influenced by the Easter break which fell in March this year and implied 1 up to 3 working days less depending on the country.

Looking at the performance of the main markets, while Spain (+12.2%), Germany (+6.2%) and France (+5.7%) contributed positively to the March results, the situation in Italy (-1.4%) and the UK (-1.3%) was more sluggish. The other markets showed a dynamic activity with new registrations increases ranging from +5.7% in Belgium to +19.8% in Ireland. The situation was less favourable in the Netherlands which reported a drop in LCV sales of -24.9%. Drops were also noted for Finland (-14.9%), Portugal (-7.3%), Greece (-2.2%) and Switzerland (-23.0%).

Cumulative figures for the January-March 2005 period showed an increase in new LCV registrations of +4.8% relative to the same period last year (+4.9% for the EU-15). With the exception of Italy (-0.4%) all the main markets contributed positively to this result: Spain (+13.4%), France (+4.7%), UK (+2.2%) and Germany (+1.4%). Denmark (+27.6%), Ireland (+25.7%) and Belgium (+10.2%) 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 22.694 units in March, an increase of +0.7% compared to the same month last year (+0.4% for the EU-15). This situation results essentially from the performance of the main markets where three out of five of the markets reported drops in sales: Italy (-5.5%), Germany (-4.4%), and Spain (-3.9%). In the UK and France new registrations increased by +3.6% and +3.1% respectively. With the exception of Belgium (-5.4%) and Finland (-23.5%), all other markets posted positive results.

Looking at cumulative results for the first quarter of the year, the market for new heavy trucks saw an increase of +5.4% relative to the same quarter last year (+5.0% for the EU-15). With the exception of Spain (-1.4%) and Germany (-1.0%), all the main markets contributed positively to this result: Italy (+12.5%), France (+8.1%) and the UK (+2.7%). Regarding the other markets, they all posted increases in registrations, except Finland (-16.4%).

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

Reflecting the slowdown in the heavy commercial vehicle segment, the market for new commercial vehicles above 3.5t showed a reduction in new registrations in March. In total, 32.814 new vehicles were registered, a drop of -1.2% relative to the same month last year (-1.0% for the EU-15). With the exception of France (+4.0%), all the main markets experienced a fall in truck registrations: Italy (-11.5%), Spain (-2.9%), Germany (-1.1%) and the UK (-0.3%).

The situation in the other markets was mixed. Drops were reported in Finland (-24.3%), Belgium (-5.9%), the Netherlands (-0.3%) and Norway (-23.3%). All other countries showed increases in new registrations ranging from +76.6% in Luxembourg to +2.5% in Portugal. Cumulative results for the January-March period showed an increase in new commercial vehicle registrations above 3.5t of 3.4% (3.5% for the EU-15).

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

Registrations of medium and heavy buses and coaches in Western Europe reached 3.277 units in March 2005, representing a -10.1% fall relative to the same month last year (-11.9% for the EU-15). The situation in the main market was mixed. While Spain (+7.1%) and France (+0.2%) reported increases in registrations, Germany (-19.7%), Italy (-17.1%) and the UK (-15.3%) experienced sales drops. Cumulative results for the first quarter show an increase in new buses & coaches registrations of 11.5% (+9.8% for the EU-15).



ACEA

# Press Release

**PRESS EMBARGO FOR ALL DATA :  
8.00 A.M.(6.00 A.M. GMT), 27 April 2005**

## PROVISIONAL

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

27/04/05

	March '05	March '04	% Change	Jan-Mar '05	Jan-Mar '04	% Change
AUSTRIA	2.623	2.452	7,0%	6.272	5.837	7,5%
BELGIUM	6.517	6.164	5,7%	18.001	16.337	10,2%
DENMARK	4.345	3.687	17,8%	12.161	9.530	27,6%
FINLAND	1.336	1.570	-14,9%	4.150	4.383	-5,3%
FRANCE	41.611	39.350	5,7%	109.083	104.236	4,7%
GERMANY	18.817	17.725	6,2%	43.390	42.776	1,4%
GREECE	2.048	2.094	-2,2%	6.125	5.613	9,1%
IRELAND	4.456	3.719	19,8%	15.957	12.692	25,7%
ITALY**	19.960	20.248	-1,4%	53.601	53.798	-0,4%
LUXEMBOURG	301	259	16,2%	833	697	19,5%
NETHERLANDS	6.228	8.289	-24,9%	22.165	26.511	-16,4%
PORTUGAL	6.444	6.952	-7,3%	17.888	18.059	-0,9%
SPAIN	34.991	31.197	12,2%	91.163	80.379	13,4%
SWEDEN	2.723	2.481	9,8%	7.097	5.730	23,9%
UNITED KINGDOM	48.384	49.033	-1,3%	85.877	84.030	2,2%
<b>EUROPEAN UNION</b>	<b>200.784</b>	<b>195.220</b>	<b>2,9%</b>	<b>493.763</b>	<b>470.608</b>	<b>4,9%</b>
ICELAND	151	129	17,1%	398	308	29,2%
NORWAY	2.865	2.616	9,5%	7.903	7.280	8,6%
SWITZERLAND	1.724	2.240	-23,0%	4.834	5.395	-10,4%
<b>EFTA</b>	<b>4.740</b>	<b>4.985</b>	<b>-4,9%</b>	<b>13.135</b>	<b>12.983</b>	<b>1,2%</b>
<b>WEST. EUROPE</b>	<b>205.524</b>	<b>200.205</b>	<b>2,7%</b>	<b>506.898</b>	<b>483.591</b>	<b>4,8%</b>

(\*) : Including Light Buses and Coaches

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

For further information, please call:

Mr. Alfredo Filippone - Director of Communications - Tel. (322) 738.73.45

Mrs. Anne Pouchous - Director Statistics & Economics - Tel. (322) 738.73.55

ACEA

Association des  
Constructeurs  
Européens  
d'Automobiles

Rue du Noyer 211  
B-1000 Bruxelles  
Tel (32 2) 732 55 50  
Fax (32 2) 738 73 10  
(32 2) 738 73 11

This information is available on ACEA's website:

<http://www.acea.be>

**Next Press Release on Commercial Vehicles to be issued on 26 May 2005**



ACEA

# Press Release

**PRESS EMBARGO FOR ALL DATA :  
8.00 A.M.(6.00 A.M. GMT), 27 April 2005**

## PROVISIONAL

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

27/04/05

	March '05	March '04	% Change	Jan-Mar '05	Jan-Mar '04	% Change
AUSTRIA	783	684	14,5%	2.247	2.012	11,7%
BELGIUM	856	905	-5,4%	2.798	2.581	8,4%
DENMARK	406	395	2,8%	1.109	1.030	7,7%
FINLAND	208	272	-23,5%	702	840	-16,4%
FRANCE	3.836	3.722	3,1%	12.184	11.272	8,1%
GERMANY	5.128	5.362	-4,4%	13.008	13.138	-1,0%
GREECE	98	79	24,1%	278	198	40,4%
IRELAND	374	226	65,5%	1.195	797	49,9%
ITALY	1.975	2.090	-5,5%	6.805	6.047	12,5%
LUXEMBOURG	117	65	80,0%	276	214	29,0%
NETHERLANDS	1.305	1.266	3,1%	3.950	3.724	6,1%
PORTUGAL	308	267	15,4%	925	824	12,3%
SPAIN	2.607	2.712	-3,9%	7.412	7.518	-1,4%
SWEDEN	364	364	0,0%	1.005	954	5,3%
UNITED KINGDOM	3.756	3.624	3,6%	8.198	7.985	2,7%
<b>EUROPEAN UNION</b>	<b>22.121</b>	<b>22.033</b>	<b>0,4%</b>	<b>62.092</b>	<b>59.134</b>	<b>5,0%</b>
ICELAND	25	17	47,1%	61	28	117,9%
NORWAY	257	214	20,1%	863	691	24,9%
SWITZERLAND	291	268	8,6%	735	637	15,4%
<b>EFTA</b>	<b>573</b>	<b>499</b>	<b>14,8%</b>	<b>1.659</b>	<b>1.356</b>	<b>22,3%</b>
<b>WEST. EUROPE</b>	<b>22.694</b>	<b>22.532</b>	<b>0,7%</b>	<b>63.751</b>	<b>60.490</b>	<b>5,4%</b>

(\*) : Excluding Buses and Coaches

For further information, please call:

Mr. Alfredo Filippone - Director of Communications - Tel. (322) 738.73.45

Mrs. Anne Pouchous - Director Statistics & Economics - Tel. (322) 738.73.55

ACEA

Association des

Constructeurs

Européens

d'Automobiles

Rue du Noyer 211

B-1000 Bruxelles

Tel (32 2) 732 55 50

Fax (32 2) 738 73 10

(32 2) 738 73 11

This information is available on ACEA's website:

<http://www.acea.be>



ACEA

# Press Release

**PRESS EMBARGO FOR ALL DATA :  
8.00 A.M.(6.00 A.M. GMT), 27 April 2005**

## PROVISIONAL

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

27/04/05

	March '05	March '04	% Change	Jan-Mar '05	Jan-Mar '04	% Change
AUSTRIA	826	761	8,5%	2.396	2.198	9,0%
BELGIUM	1.062	1.129	-5,9%	3.454	3.243	6,5%
DENMARK	480	457	5,0%	1.288	1.191	8,1%
FINLAND	317	419	-24,3%	1.014	1.286	-21,2%
FRANCE	4.670	4.492	4,0%	14.448	13.509	7,0%
GERMANY	9.153	9.255	-1,1%	22.309	21.741	2,6%
GREECE	213	180	18,3%	544	524	3,8%
IRELAND	556	499	11,4%	1.884	1.474	27,8%
ITALY	2.754	3.111	-11,5%	9.322	8.772	6,3%
LUXEMBOURG	136	77	76,6%	329	252	30,6%
NETHERLANDS	1.464	1.468	-0,3%	4.443	4.331	2,6%
PORTUGAL	413	403	2,5%	1.222	1.165	4,9%
SPAIN	3.404	3.504	-2,9%	9.511	9.601	-0,9%
SWEDEN	456	456	0,0%	1.220	1.193	2,3%
UNITED KINGDOM	6.082	6.103	-0,3%	13.493	13.496	0,0%
<b>EUROPEAN UNION</b>	<b>31.986</b>	<b>32.314</b>	<b>-1,0%</b>	<b>86.877</b>	<b>83.976</b>	<b>3,5%</b>
ICELAND	59	24	145,8%	169	46	267,4%
NORWAY	399	520	-23,3%	1.270	1.417	-10,4%
SWITZERLAND	370	370	0,0%	917	850	7,9%
<b>EFTA</b>	<b>828</b>	<b>914</b>	<b>-9,4%</b>	<b>2.356</b>	<b>2.313</b>	<b>1,9%</b>
<b>WEST. EUROPE</b>	<b>32.814</b>	<b>33.228</b>	<b>-1,2%</b>	<b>89.233</b>	<b>86.289</b>	<b>3,4%</b>

(\*) : Excluding Buses and Coaches

For further information, please call:

Mr. Alfredo Filippone - Director of Communications - Tel. (322) 738.73.45

Mrs. Anne Pouchous - Director Statistics & Economics - Tel. (322) 738.73.55

ACEA

Association des  
Constructeurs  
Européens  
d'Automobiles

Rue du Noyer 211  
B-1000 Bruxelles  
Tel (32 2) 732 55 50  
Fax (32 2) 738 73 10  
(32 2) 738 73 11

This information is available on ACEA's website:

<http://www.acea.be>



ACEA

# Press Release

**PRESS EMBARGO FOR ALL DATA :  
8.00 A.M.(6.00 A.M. GMT), 27 April 2005**

## PROVISIONAL

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

27/04/05

	March '05	March '04	% Change	Jan-Mar '05	Jan-Mar '04	% Change
AUSTRIA	26	82	-68,3%	158	202	-21,8%
BELGIUM	102	126	-19,0%	319	298	7,0%
DENMARK	28	60	-53,3%	87	124	-29,8%
FINLAND	35	31	12,9%	128	99	29,3%
FRANCE	442	441	0,2%	1.469	1.255	17,1%
GERMANY	368	458	-19,7%	1.430	1.176	21,6%
GREECE	45	152	-70,4%	122	351	-65,2%
IRELAND	556	499	11,4%	1.884	1.474	27,8%
ITALY	467	563	-17,1%	1.410	1.225	15,1%
LUXEMBOURG	27	14	92,9%	79	48	64,6%
NETHERLANDS	101	114	-11,4%	185	224	-17,4%
PORTUGAL	42	59	-28,8%	168	139	20,9%
SPAIN	375	350	7,1%	865	854	1,3%
SWEDEN	41	43	-4,7%	114	161	-29,2%
UNITED KINGDOM	459	542	-15,3%	1.085	1.023	6,1%
<b>EUROPEAN UNION</b>	<b>3.114</b>	<b>3.534</b>	<b>-11,9%</b>	<b>9.503</b>	<b>8.653</b>	<b>9,8%</b>
ICELAND	3	1	200,0%	18	3	500,0%
NORWAY	109	78	39,7%	247	134	84,3%
SWITZERLAND	51	33	54,5%	117	76	53,9%
<b>EFTA</b>	<b>163</b>	<b>112</b>	<b>45,5%</b>	<b>382</b>	<b>213</b>	<b>79,3%</b>
<b>WEST. EUROPE</b>	<b>3.277</b>	<b>3.646</b>	<b>-10,1%</b>	<b>9.885</b>	<b>8.866</b>	<b>11,5%</b>

For further information, please call:

Mr. Alfredo Filippone - Director of Communications - Tel. (322) 738.73.45

Mrs. Anne Pouchous - Director Statistics & Economics - Tel. (322) 738.73.55

ACEA

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

Association des

Constructeurs

Européens

d'Automobiles

Rue du Noyer 211

B-1000 Bruxelles

Tel (32 2) 732 55 50

Fax (32 2) 738 73 10

(32 2) 738 73 11