



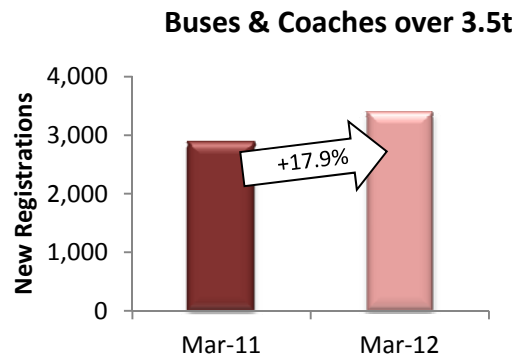
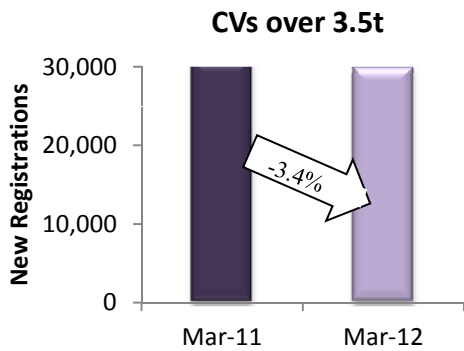
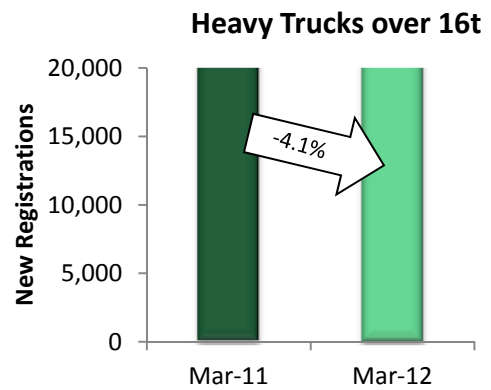
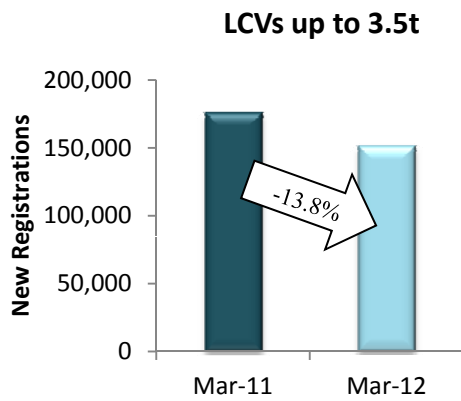
**PRESS EMBARGO FOR ALL DATA:**  
**April 27, 2012, 8.00 A.M. (6.00 A.M. GMT)**

# Press Release

## NEW COMMERCIAL VEHICLE REGISTRATIONS

### March 2012

### *EU Countries*



**Next Press Release: Wednesday, May 30, 2012**

## COMMERCIAL VEHICLES: registrations down 9.6% in first quarter

**In March**, new commercial vehicle registrations dropped by 11.8%, totaling 184,235 units in the EU\*. With the exception of Germany (+0.3%), all other significant markets shrank, from -7.0% in the UK to -11.2% in France, -22.1% in Spain and -45.4% in Italy. **Over the first quarter of 2012**, demand was down 9.6%, compared to the same quarter a year earlier. Downturn prevailed across countries as new registrations fell by 1.0% in Germany, 5.8% in France, 8.9% in the UK, 22.6% in Spain and 36.1% in Italy. In total, the EU\* recorded 451,244 new commercial vehicles.

### **New Light Commercial Vehicles up to 3.5t – "vans"**

**In March**, with 151,007 new vans registered, the segment of vans faced the sharpest drop since October 2009 (-13.8%). The German market slightly contracted (-1.0%), while all other major markets experienced double-digit downturns, which ranged from -11.1% in the UK to -12.0% in France, -20.0% in Spain and -47.7% in Italy. **From January to March**, results were diverse across markets as demand in Germany was stable (+0.1%), whereas France saw its market down by 6.6%, the UK by 14.7%, Spain by 21.7% and Italy by 37.7%. A total of 368,763 new vans were registered, or 11.2% less than in the same period in 2011.

### **New Heavy Commercial Vehicles over 16t (excluding Buses & Coaches) – "heavy trucks"**

**In March**, the EU\* counted 21,913 new heavy trucks, which is 4.1% less than in March last year. The UK (+3.0%) and Germany (+6.3%) posted growth, unlike France (-2.4%), Italy (-14.7%) and Spain (-34.5%). **Three months into the year**, the EU\* truck market contracted by 3.1% with 56,135 new vehicles registered. The German market remained the largest although down 2.9%, followed by the French which was stable at +0.5%. The UK ranked third in absolute figures but was the only major market to grow substantially (+15.8%). Italy (-18.0%) and Spain (-21.7%) saw their markets considerably shrink.

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

**March results** were also negative for truck registrations which were down 3.4% and totaled 29,856 units. Germany and the UK grew by 2.1% and 20.1% respectively, while France (-3.4%), Italy (-25.0%) and Spain (-35.2%) all contracted. **In the first quarter**, the 74,702 new trucks recorded in the EU\* represented a 2.4% decrease compared to the first three months of 2011. Despite the expansion of the second and third largest markets, France (+2.1%) and the UK (+28.7%), the downturn affecting Germany (-4.4%), Italy (-22.7%) and Spain (-23.6%) led to an overall decrease of new registrations in the region.

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

**In March**, buses and coaches were the only segment to post growth (+17.9%), sustained by the strong demand in the UK (+86.7%) and Germany (+22.6%). **From January to March**, the UK (+70.1%) and Germany (+18.8%) remained the largest markets, followed by France (-11.5%). In total, 7,779 new vehicles were registered in the EU\*, or 6.2% more than in the same period last year.

\* Data for Malta unavailable



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# Press Release

**PRESS EMBARGO FOR ALL DATA :  
8.00 A.M.(6.00 A.M. GMT), April 27, 2012**

## PROVISIONAL EU' COUNTRIES REGISTRATION FIGURES BY MARKET NEW LIGHT COMMERCIAL VEHICLES up to 3.5t<sup>2</sup>

27/04/12

	March '12	March '11	% Change	Jan-Mar '12	Jan-Mar '11	% Change
AUSTRIA	3,152	3,151	0.0%	7,663	7,609	0.7%
BELGIUM	5,542	6,716	-17.5%	16,379	18,123	-9.6%
BULGARIA <sup>4</sup>	250	225	11.1%	753	626	20.3%
CYPRUS	114	210	-45.7%	401	656	-38.9%
CZECH REPUBLIC	1,085	1,142	-5.0%	2,833	2,683	5.6%
DENMARK	2,135	2,087	2.3%	5,578	5,380	3.7%
ESTONIA	170	142	19.7%	425	383	11.0%
FINLAND	2,686	1,342	100.1%	5,190	3,513	47.7%
FRANCE	36,272	41,217	-12.0%	102,450	109,693	-6.6%
GERMANY	20,549	20,749	-1.0%	52,342	52,297	0.1%
GREECE	301	576	-47.7%	1,007	1,899	-47.0%
HUNGARY	966	825	17.1%	2,800	2,341	19.6%
IRELAND	1,415	1,551	-8.8%	5,032	4,938	1.9%
ITALY <sup>3</sup>	10,400	19,880	-47.7%	32,350	51,913	-37.7%
LATVIA	198	113	75.2%	486	299	62.5%
LITHUANIA	115	138	-16.7%	352	344	2.3%
LUXEMBURG	291	344	-15.4%	899	866	3.8%
NETHERLANDS	6,116	6,083	0.5%	19,797	18,924	4.6%
POLAND	4,096	3,631	12.8%	10,133	8,874	14.2%
PORTUGAL	1,135	3,340	-66.0%	4,138	8,716	-52.5%
ROMANIA	711	775	-8.3%	2,040	1,714	19.0%
SLOVAKIA	462	432	6.9%	1,124	1,230	-8.6%
SLOVENIA	593	696	-14.8%	1,655	1,674	-1.1%
SPAIN	9,232	11,546	-20.0%	21,785	27,815	-21.7%
SWEDEN	3,854	4,229	-8.9%	9,463	10,484	-9.7%
UNITED KINGDOM	39,167	44,074	-11.1%	61,688	72,341	-14.7%
<b>EUROPEAN UNION<sup>1</sup></b>	<b>151,007</b>	<b>175,214</b>	<b>-13.8%</b>	<b>368,763</b>	<b>415,335</b>	<b>-11.2%</b>
<b>EU 15</b>	<b>142,247</b>	<b>166,885</b>	<b>-14.8%</b>	<b>345,761</b>	<b>394,511</b>	<b>-12.4%</b>
<b>EU 10</b>	<b>8,760</b>	<b>8,329</b>	<b>5.2%</b>	<b>23,002</b>	<b>20,824</b>	<b>10.5%</b>
ICELAND	26	14	85.7%	61	52	17.3%
NORWAY	3,117	3,158	-1.3%	8,172	8,300	-1.5%
SWITZERLAND	3,057	2,659	15.0%	7,724	7,007	10.2%
<b>EFTA</b>	<b>6,200</b>	<b>5,831</b>	<b>6.3%</b>	<b>15,957</b>	<b>15,359</b>	<b>3.9%</b>
<b>EU27 + EFTA</b>	<b>157,207</b>	<b>181,045</b>	<b>-13.2%</b>	<b>384,720</b>	<b>430,694</b>	<b>-10.7%</b>
<b>EU15 + EFTA</b>	<b>148,447</b>	<b>172,716</b>	<b>-14.1%</b>	<b>361,718</b>	<b>409,870</b>	<b>-11.7%</b>

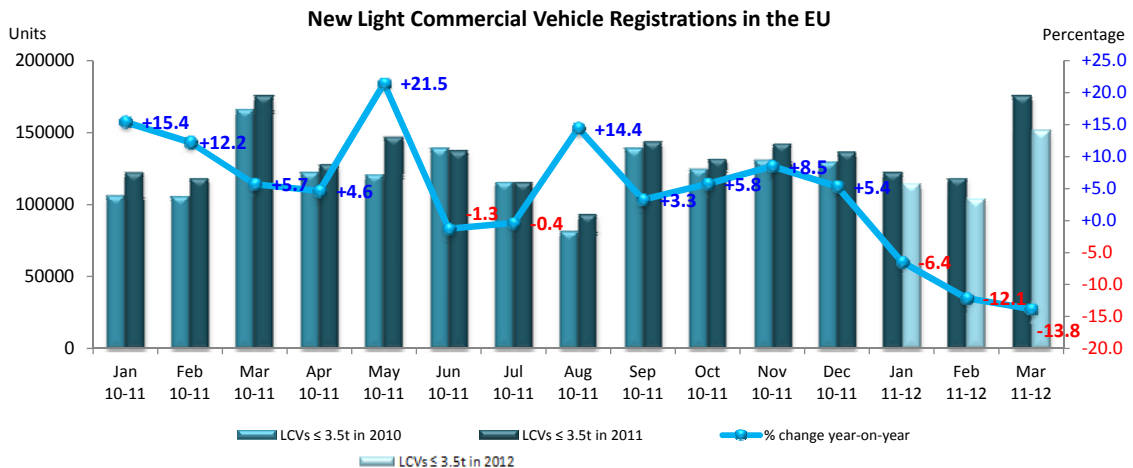
(<sup>1</sup>) EU27; data for Malta currently not available.

(<sup>2</sup>) ANFIA estimate

For further information, please call: Ms. Quynh-Nhu Huynh - Manager Economics & Communications - Tel. + 32 2 738 73 55

(<sup>3</sup>) including Buses & Coaches

(<sup>4</sup>) estimate



<http://www.acea.be>

**Next Press Release on Commercial Vehicles to be issued on May 30, 2012**



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# Press Release

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8.00 A.M.(6.00 A.M. GMT), April 27, 2012**

## PROVISIONAL

### EU<sup>1</sup> + EFTA COUNTRIES REGISTRATION FIGURES BY MARKET NEW HEAVY COMMERCIAL VEHICLES of 16t and over<sup>2</sup>

27/04/12

	March '12	March '11	% Change	Jan-Mar '12	Jan-Mar '11	% Change
AUSTRIA	750	747	0.4%	1,675	1,608	4.2%
BELGIUM	653	885	-26.2%	2,124	2,495	-14.9%
BULGARIA	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
CYPRUS	1	8	-87.5%	36	24	50.0%
CZECH REPUBLIC <sup>3</sup>	426	535	-20.4%	1,207	1,241	-2.7%
DENMARK	361	326	10.7%	996	860	15.8%
ESTONIA	37	63	-41.3%	130	168	-22.6%
FINLAND	226	197	14.7%	669	594	12.6%
FRANCE	3,561	3,648	-2.4%	9,963	9,909	0.5%
GERMANY	6,344	5,969	6.3%	14,148	14,577	-2.9%
GREECE	12	35	-65.7%	24	87	-72.4%
HUNGARY	283	266	6.4%	653	873	-25.2%
IRELAND	94	105	-10.5%	346	272	27.2%
ITALY <sup>4</sup>	980	1,149	-14.7%	2,952	3,599	-18.0%
LATVIA	102	143	-28.7%	285	296	-3.7%
LITHUANIA <sup>5</sup>	289	248	16.5%	738	717	2.9%
LUXEMBURG <sup>5</sup>	81	101	-19.8%	273	285	-4.2%
NETHERLANDS	1,093	993	10.1%	3,077	3,101	-0.8%
POLAND	1,297	1,547	-16.2%	3,244	3,408	-4.8%
PORTUGAL	126	197	-36.0%	385	714	-46.1%
ROMANIA	250	249	0.4%	687	676	1.6%
SLOVAKIA	245	326	-24.8%	786	835	-5.9%
SLOVENIA <sup>5</sup>	103	125	-17.6%	274	356	-23.0%
SPAIN	962	1,468	-34.5%	3,063	3,914	-21.7%
SWEDEN	504	490	2.9%	1,241	1,162	6.8%
UNITED KINGDOM	3,133	3,041	3.0%	7,159	6,182	15.8%
<b>EUROPEAN UNION<sup>1</sup></b>	<b>21,913</b>	<b>22,861</b>	<b>-4.1%</b>	<b>56,135</b>	<b>57,953</b>	<b>-3.1%</b>
<b>EUROPEAN UNION (EU15)</b>	<b>18,880</b>	<b>19,351</b>	<b>-2.4%</b>	<b>48,095</b>	<b>49,359</b>	<b>-2.6%</b>
<b>EU (New Members)</b>	<b>3,033</b>	<b>3,510</b>	<b>-13.6%</b>	<b>8,040</b>	<b>8,594</b>	<b>-6.4%</b>
ICELAND	3	0		5	3	66.7%
NORWAY <sup>5</sup>	335	281	19.2%	1,001	789	26.9%
SWITZERLAND <sup>3</sup>	316	347	-8.9%	789	847	-6.8%
<b>EFTA</b>	<b>654</b>	<b>628</b>	<b>4.1%</b>	<b>1,795</b>	<b>1,639</b>	<b>9.5%</b>
<b>TOTAL EUROPE (EU+EFTA)</b>	<b>22,567</b>	<b>23,489</b>	<b>-3.9%</b>	<b>57,930</b>	<b>59,592</b>	<b>-2.8%</b>
<b>EU15+EFTA</b>	<b>19,534</b>	<b>19,979</b>	<b>-2.2%</b>	<b>49,890</b>	<b>50,998</b>	<b>-2.2%</b>

(<sup>1</sup>) EU27; data for Malta and Bulgaria currently not available.

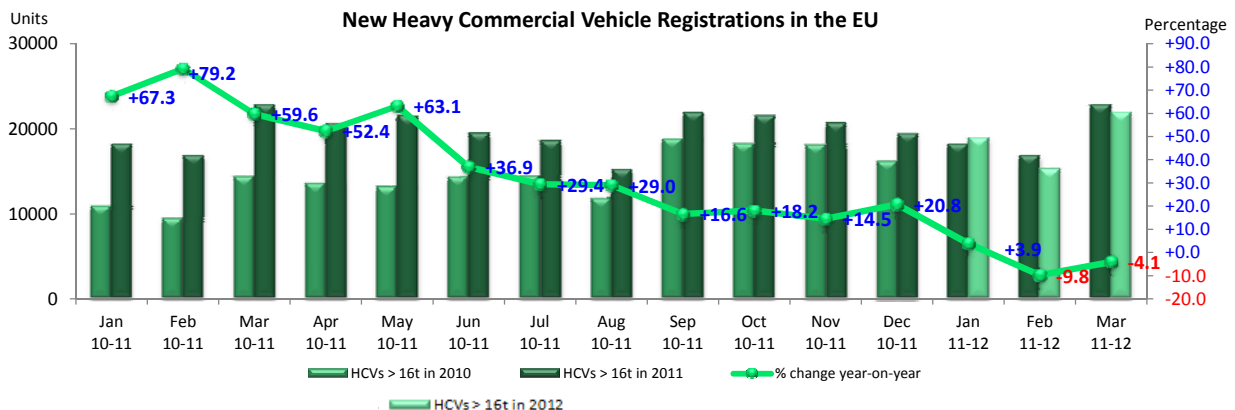
(<sup>2</sup>) Excluding Buses and Coaches

(<sup>3</sup>) CV ≥ 18t

(<sup>4</sup>) ANFIA estimate, based on data of the Italian Ministry of Transport

(<sup>5</sup>) estimates

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# Press Release

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## PROVISIONAL

### EU<sup>1</sup> + EFTA COUNTRIES REGISTRATION FIGURES BY MARKET NEW MEDIUM & HEAVY COMMERCIAL VEHICLES over 3.5t<sup>2</sup>

27/04/12

	March '12	March '11	% Change	Jan-Mar '12	Jan-Mar '11	% Change
AUSTRIA	816	843	-3.2%	1,820	1,784	2.0%
BELGIUM	824	1,076	-23.4%	2,655	3,042	-12.7%
BULGARIA	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
CYPRUS	3	25	-88.0%	44	51	-13.7%
CZECH REPUBLIC	559	719	-22.3%	1,558	1,626	-4.2%
DENMARK	396	353	12.2%	1,098	942	16.6%
ESTONIA	52	69	-24.6%	149	180	-17.2%
FINLAND	297	299	-0.7%	871	854	2.0%
FRANCE	4,473	4,632	-3.4%	12,524	12,265	2.1%
GERMANY	9,806	9,609	2.1%	22,076	23,093	-4.4%
GREECE	22	68	-67.6%	48	156	-69.2%
HUNGARY	312	294	6.1%	718	937	-23.4%
IRELAND	106	126	-15.9%	399	356	12.1%
ITALY <sup>4</sup>	1,376	1,835	-25.0%	4,042	5,226	-22.7%
LATVIA	108	151	-28.5%	298	307	-2.9%
LITHUANIA <sup>3</sup>	295	255	15.7%	752	736	2.2%
LUXEMBURG	80	111	-27.9%	291	307	-5.2%
NETHERLANDS	1,279	1,150	11.2%	3,539	3,552	-0.4%
POLAND	1,471	1,731	-15.0%	3,699	3,891	-4.9%
PORTUGAL	146	290	-49.7%	468	911	-48.6%
ROMANIA	272	296	-8.1%	763	789	-3.3%
SLOVAKIA	287	370	-22.4%	954	1,011	-5.6%
SLOVENIA <sup>3</sup>	114	149	-23.5%	301	398	-24.4%
SPAIN	1,011	1,560	-35.2%	3,210	4,199	-23.6%
SWEDEN	561	560	0.2%	1,373	1,309	4.9%
UNITED KINGDOM	5,190	4,320	20.1%	11,052	8,586	28.7%
<b>EUROPEAN UNION<sup>1</sup></b>	<b>29,856</b>	<b>30,891</b>	<b>-3.4%</b>	<b>74,702</b>	<b>76,508</b>	<b>-2.4%</b>
<b>EUROPEAN UNION (EU15)</b>	<b>26,383</b>	<b>26,832</b>	<b>-1.7%</b>	<b>65,466</b>	<b>66,582</b>	<b>-1.7%</b>
<b>EU (New Members)</b>	<b>3,473</b>	<b>4,059</b>	<b>-14.4%</b>	<b>9,236</b>	<b>9,926</b>	<b>-7.0%</b>
ICELAND	4	1	300.0%	6	5	20.0%
NORWAY	530	478	10.9%	1,388	1,151	20.6%
SWITZERLAND	412	429	-4.0%	1,029	1,069	-3.7%
<b>EFTA</b>	<b>946</b>	<b>908</b>	<b>4.2%</b>	<b>2,423</b>	<b>2,225</b>	<b>8.9%</b>
<b>TOTAL EUROPE (EU+EFTA)</b>	<b>30,802</b>	<b>31,799</b>	<b>-3.1%</b>	<b>77,125</b>	<b>78,733</b>	<b>-2.0%</b>
<b>EU15+EFTA</b>	<b>27,329</b>	<b>27,740</b>	<b>-1.5%</b>	<b>67,889</b>	<b>68,807</b>	<b>-1.3%</b>

(<sup>1</sup>) EU27; data for Malta and Bulgaria currently not available.

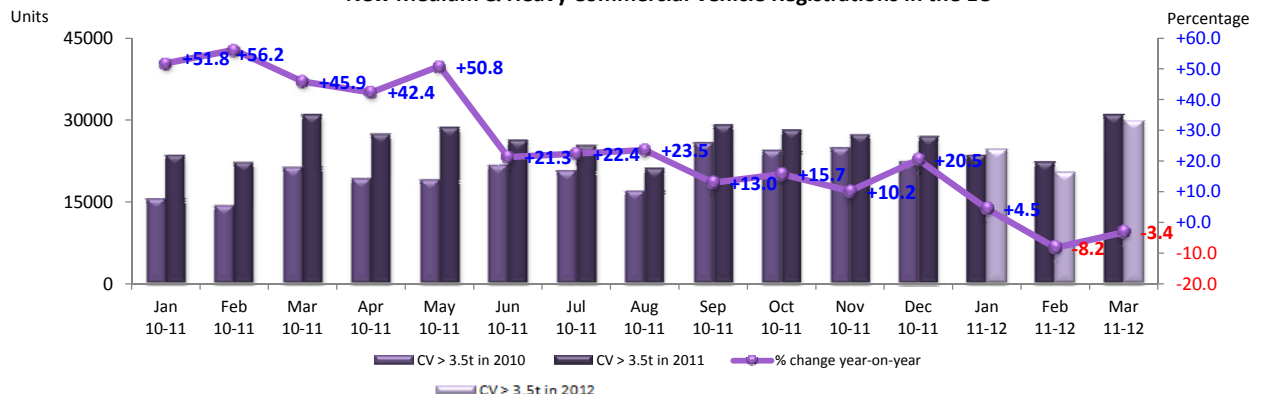
(<sup>2</sup>) Excluding Buses and Coaches

(<sup>3</sup>) estimates

(<sup>4</sup>) ANFIA estimate, based on data of the Italian Ministry of Transport

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### New Medium & Heavy Commercial Vehicle Registrations in the EU



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## PROVISIONAL

### EU<sup>1</sup> + EFTA COUNTRIES REGISTRATION FIGURES BY MARKET NEW MEDIUM & HEAVY BUSES & COACHES over 3.5t

27/04/12

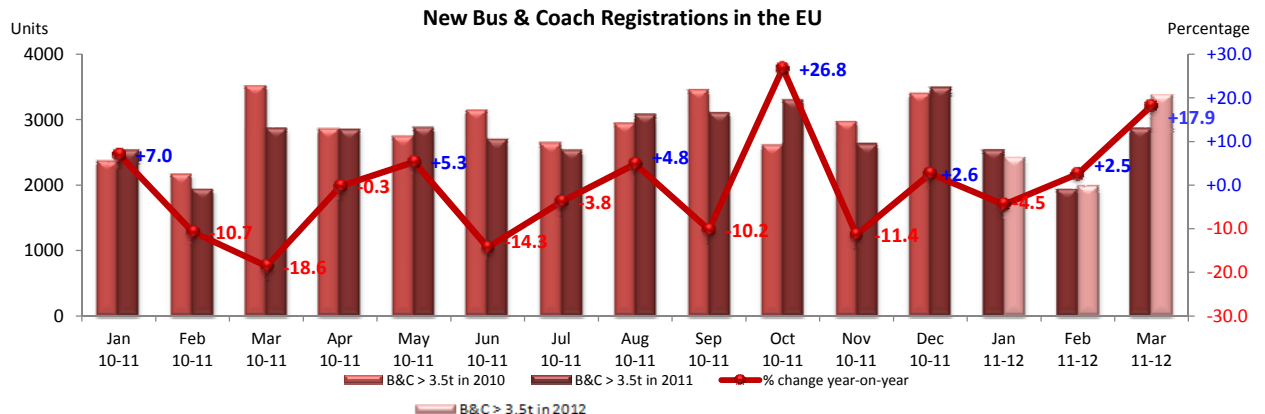
	March '12	March '11	% Change	Jan-Mar '12	Jan-Mar '11	% Change
AUSTRIA	60	41	46.3%	164	140	17.1%
BELGIUM	69	88	-21.6%	236	243	-2.9%
BULGARIA	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
CYPRUS	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
CZECH REPUBLIC	72	84	-14.3%	176	124	41.9%
DENMARK	82	10	720.0%	136	70	94.3%
ESTONIA	3	2	50.0%	47	8	487.5%
FINLAND	36	26	38.5%	85	78	9.0%
FRANCE	424	514	-17.5%	1,119	1,264	-11.5%
GERMANY	456	372	22.6%	1,231	1,036	18.8%
GREECE	13	11	18.2%	38	30	26.7%
HUNGARY	4	21	-81.0%	10	42	-76.2%
IRELAND	19	17	11.8%	110	45	144.4%
ITALY <sup>3</sup>	242	277	-12.6%	705	936	-24.7%
LATVIA	4	15	-73.3%	8	50	-84.0%
LITHUANIA <sup>2</sup>	17	2	750.0%	30	6	400.0%
LUXEMBURG	19	14	35.7%	73	75	-2.7%
NETHERLANDS	65	88	-26.1%	100	134	-25.4%
POLAND	163	150	8.7%	355	341	4.1%
PORTUGAL	32	56	-42.9%	109	135	-19.3%
ROMANIA	71	8	787.5%	184	26	607.7%
SLOVAKIA	26	6	333.3%	57	26	119.2%
SLOVENIA <sup>2</sup>	3	18	-83.3%	15	29	-48.3%
SPAIN	185	284	-34.9%	450	856	-47.4%
SWEDEN	56	86	-34.9%	149	342	-56.4%
UNITED KINGDOM	1,251	670	86.7%	2,192	1,289	70.1%
<b>EUROPEAN UNION<sup>1</sup></b>	<b>3,372</b>	<b>2,860</b>	<b>17.9%</b>	<b>7,779</b>	<b>7,325</b>	<b>6.2%</b>
<b>EUROPEAN UNION (EU15)</b>	<b>3,009</b>	<b>2,554</b>	<b>17.8%</b>	<b>6,897</b>	<b>6,673</b>	<b>3.4%</b>
<b>EU (New Members)</b>	<b>363</b>	<b>306</b>	<b>18.6%</b>	<b>882</b>	<b>652</b>	<b>35.3%</b>
ICELAND	3	2	50.0%	10	5	100.0%
NORWAY	42	51	-17.6%	303	229	32.3%
SWITZERLAND	55	49	12.2%	112	96	16.7%
<b>EFTA</b>	<b>100</b>	<b>102</b>	<b>-2.0%</b>	<b>425</b>	<b>330</b>	<b>28.8%</b>
<b>TOTAL EUROPE (EU+EFTA)</b>	<b>3,472</b>	<b>2,962</b>	<b>17.2%</b>	<b>8,204</b>	<b>7,655</b>	<b>7.2%</b>
<b>EU15+EFTA</b>	<b>3,109</b>	<b>2,656</b>	<b>17.1%</b>	<b>7,322</b>	<b>7,003</b>	<b>4.6%</b>

(<sup>1</sup>) EU27; data for Bulgaria, Malta and Cyprus currently not available.

(<sup>2</sup>) estimates

(<sup>3</sup>) ANFIA estimate, based on data of the Italian Ministry of Transport

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# Press Release

**PRESS EMBARGO FOR ALL DATA :  
8.00 A.M.(6.00 A.M. GMT), April 27, 2012**

## PROVISIONAL

### EU<sup>1</sup> + EFTA COUNTRIES REGISTRATION FIGURES BY MARKET TOTAL NEW COMMERCIAL VEHICLES

27/04/12

	March '12	March '11	% Change	Jan-Mar '12	Jan-Mar '11	% Change
AUSTRIA	4,028	4,035	-0.2%	9,647	9,533	1.2%
BELGIUM	6,435	7,880	-18.3%	19,270	21,408	-10.0%
BULGARIA <sup>4</sup>	250	225	11.1%	753	626	20.3%
CYPRUS <sup>5</sup>	117	235	-50.2%	445	707	-37.1%
CZECH REPUBLIC	1,716	1,945	-11.8%	4,567	4,433	3.0%
DENMARK	2,613	2,450	6.7%	6,812	6,392	6.6%
ESTONIA	225	213	5.6%	621	571	8.8%
FINLAND	3,019	1,667	81.1%	6,146	4,445	38.3%
FRANCE	41,169	46,363	-11.2%	116,093	123,222	-5.8%
GERMANY	30,811	30,730	0.3%	75,649	76,426	-1.0%
GREECE	336	655	-48.7%	1,093	2,085	-47.6%
HUNGARY	1,282	1,140	12.5%	3,528	3,320	6.3%
IRELAND	1,540	1,694	-9.1%	5,541	5,339	3.8%
ITALY <sup>2</sup>	12,018	21,992	-45.4%	37,097	58,075	-36.1%
LATVIA	310	279	11.1%	792	656	20.7%
LITHUANIA	427	395	8.1%	1,134	1,086	4.4%
LUXEMBURG	390	469	-16.8%	1,263	1,248	1.2%
NETHERLANDS	7,460	7,321	1.9%	23,436	22,610	3.7%
POLAND	5,730	5,512	4.0%	14,187	13,106	8.2%
PORTUGAL	1,313	3,686	-64.4%	4,715	9,762	-51.7%
ROMANIA	1,054	1,079	-2.3%	2,987	2,529	18.1%
SLOVAKIA	775	808	-4.1%	2,135	2,267	-5.8%
SLOVENIA	710	863	-17.7%	1,971	2,101	-6.2%
SPAIN	10,428	13,390	-22.1%	25,445	32,870	-22.6%
SWEDEN	4,471	4,875	-8.3%	10,985	12,135	-9.5%
UNITED KINGDOM	45,608	49,064	-7.0%	74,932	82,216	-8.9%
<b>EUROPEAN UNION<sup>1</sup></b>	<b>184,235</b>	<b>208,965</b>	<b>-11.8%</b>	<b>451,244</b>	<b>499,168</b>	<b>-9.6%</b>
<b>EUROPEAN UNION (EU15)</b>	<b>171,639</b>	<b>196,271</b>	<b>-12.5%</b>	<b>418,124</b>	<b>467,766</b>	<b>-10.6%</b>
<b>EU (New Members)</b>	<b>12,596</b>	<b>12,694</b>	<b>-0.8%</b>	<b>33,120</b>	<b>31,402</b>	<b>5.5%</b>
ICELAND	33	17	94.1%	77	62	24.2%
NORWAY	3,689	3,687	0.1%	9,863	9,680	1.9%
SWITZERLAND	3,524	3,137	12.3%	8,865	8,172	8.5%
<b>EFTA</b>	<b>7,246</b>	<b>6,841</b>	<b>5.9%</b>	<b>18,805</b>	<b>17,914</b>	<b>5.0%</b>
<b>TOTAL EUROPE (EU+EFTA)</b>	<b>191,481</b>	<b>215,806</b>	<b>-11.3%</b>	<b>470,049</b>	<b>517,082</b>	<b>-9.1%</b>
<b>EU15+EFTA</b>	<b>178,885</b>	<b>203,112</b>	<b>-11.9%</b>	<b>436,929</b>	<b>485,680</b>	<b>-10.0%</b>

(<sup>1</sup>) EU27; data for Malta currently not available.

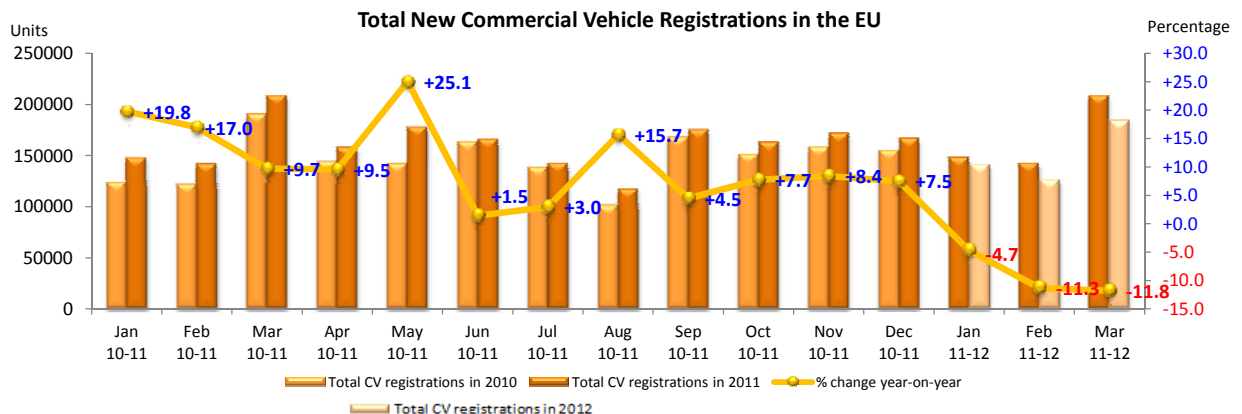
(<sup>2</sup>) estimates

(<sup>3</sup>) data for B&C n.a.

(<sup>4</sup>) ANFIA estimate, based on data of the Italian Ministry of Transport

(<sup>5</sup>) data for MCV+HCV and MBC+HBC n.a.

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This information is available on the ACEA website:

<http://www.acea.be>