



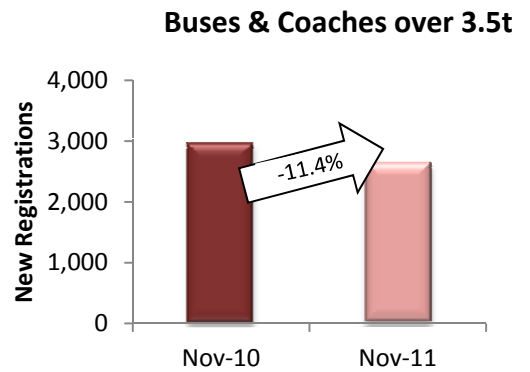
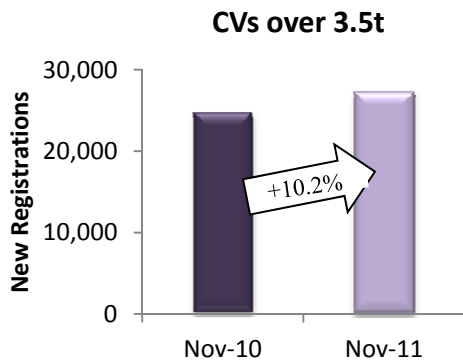
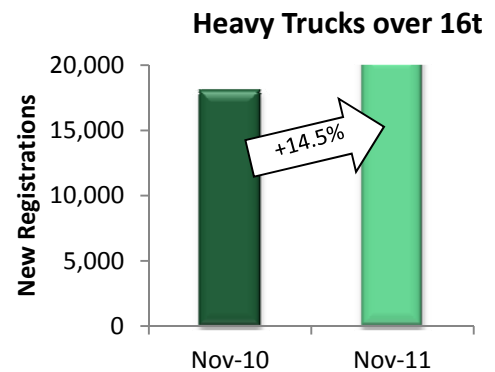
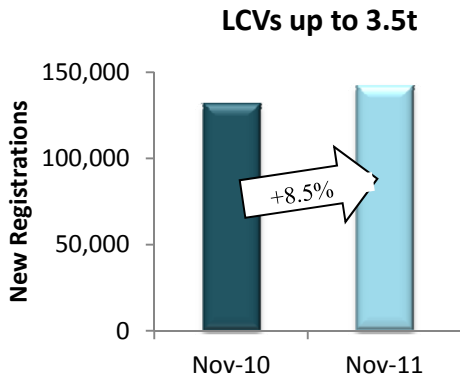
PRESS EMBARGO FOR ALL DATA:
December 20, 2011, 8.00 A.M. (7.00 A.M. GMT)

Press Release

NEW COMMERCIAL VEHICLE REGISTRATIONS

November 2011

EU Countries



Next Press Release: Friday, January 27, 2012

COMMERCIAL VEHICLES: registrations up 8.4% in November

In November, demand for new commercial vehicles was up 8.4%** in the EU*, with 171,670 new registrations**. The positive results were mainly supported by France (+9.9%), Germany (+13.9%) and the UK (+19.4%). Spain was the only major market to face a downturn (-14.6%). **From January to November**, the EU* market expanded by 10.5%**, recording 1,769,994 new vehicles. While Germany (+18.9%) and the UK (+18.0%) performed similarly, France posted a 5.9% growth and the Spanish market contracted by 5.9% compared to the same period a year ago.

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

In November, the segment of vans saw registrations increase by 8.5%, totaling 141,800 units**. France (+9.8%), the UK (+18.6%) and Germany (+18.8%) all performed better than in the same month last year. Spain, on the other hand, experienced a double-digit decline. **Eleven months into year**, 1,450,542 new vans** were registered in the EU*, or 7.6% more** than in the same period of 2010. Growth in the region* was mainly sustained by demand in France (+2.8%), the UK (+17.4%) and Germany (+18.4%). The Spanish market contracted by 9.5%.

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

November results for heavy trucks showed a 14.5% upturn**, the strongest across segments. The EU* registered 20,673 new trucks in the month. Growth prevailed in all major markets, ranging from 5.2% in Spain to 12.4% in France, 13.4% in Germany and 24.3% in the UK. **From January to November**, demand for new heavy trucks was up 37.5%, as all major markets recorded strong double-digit increases which reached 23.1% in Spain, 25.6% in Germany, 42.9% in the UK and 44.9% in France. In total, 216,841 new vehicles were registered**.

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

The truck segment expanded by 10.2%** **in November**, with a total of 27,243 new vehicles registered** in the EU*. All markets saw positive results, from 3.9% in Germany to 5.1% in Spain, 14.6% in France and 21.1% in the UK. **In the first eleven months of 2011**, strong performances in the major markets led to an overall 29.9% upturn** in the region. The German market expanded by 21.7%, the Spanish by 22.1%, the British by 29.61% and the French by 40.4%. Overall, new truck registrations amounted to 288,407 units**.

New Buses & Coaches over 3.5t

Buses and coaches were the only segment to face a downturn **in November**, declining by 11.4%** . As Spain (-14.8%), Germany (-16.9%) and France (-23.2%) performed less well than in the same month last year, the UK proved to be an exception with its positive result (+43.8%). **Over eleven months**, performances were diverse across the EU*, leading to a 1.0% drop in new registrations. Spain (+11.5%) and France (+16.6%) posted double-digit growths, while Germany (-5.3%) and the UK (-17.4%) fared less well. In total, 31,045 new buses and coaches were recorded** from January to November.

* Data for Cyprus and Malta are unavailable

** Due to the unavailability of data from Italy since January 2011, figures reported for that country are an extrapolation made by data provider AAA. They are not actual market figures, hence the possibility of an error margin with regard to the EU totals. Italy usually accounts for 10 to 15% of the EU Commercial Vehicle market.

N.B.: data for Bulgaria in November is not available at the time of publication. Results for the van segment are an estimate.



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Press Release

**PRESS EMBARGO FOR ALL DATA :
8.00 A.M.(7.00 A.M. GMT), December 20, 2011**

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

20/12/11

	Nov '11	Nov '10	% Change	Jan-Nov '11	Jan-Nov '10	% Change
AUSTRIA	3,289	2,562	28.4%	29,638	25,596	15.8%
BELGIUM	4,436	4,020	10.3%	57,800	49,547	16.7%
BULGARIA ⁴	300	282	6.4%	2,157	2,350	-8.2%
CZECH REPUBLIC	1,337	1,213	10.2%	11,757	10,439	12.6%
DENMARK	2,022	1,404	44.0%	20,887	13,848	50.8%
ESTONIA	164	128	28.1%	1,801	972	85.3%
FINLAND	1,357	1,074	26.4%	12,738	9,922	28.4%
FRANCE	39,538	36,006	9.8%	387,619	377,013	2.8%
GERMANY	23,775	20,007	18.8%	210,664	177,963	18.4%
GREECE	437	608	-28.1%	5,985	10,180	-41.2%
HUNGARY	1,328	997	33.2%	9,749	7,915	23.2%
IRELAND	311	283	9.9%	11,207	10,323	8.6%
ITALY ³	13,483	14,424	-6.5%	160,225	163,732	-2.1%
LATVIA	175	67	161.2%	1,202	463	159.6%
LITHUANIA	179	136	31.6%	1,660	796	108.5%
LUXEMBURG	287	277	3.6%	3,179	2,939	8.2%
NETHERLANDS	5,416	4,657	16.3%	56,840	48,431	17.4%
POLAND	4,231	4,046	4.6%	37,224	33,624	10.7%
PORTUGAL	2,999	4,045	-25.9%	29,370	39,915	-26.4%
ROMANIA	871	740	17.7%	8,579	5,828	47.2%
SLOVAKIA	465	600	-22.5%	5,212	6,321	-17.5%
SLOVENIA	550	585	-6.0%	5,969	4,868	22.6%
SPAIN	8,121	9,892	-17.9%	95,701	105,789	-9.5%
SWEDEN	4,045	3,499	15.6%	41,641	33,795	23.2%
UNITED KINGDOM	22,684	19,128	18.6%	241,738	205,829	17.4%
EUROPEAN UNION¹	141,800	130,680	8.5%	1,450,542	1,348,398	7.6%
EU 15	132,200	121,886	8.5%	1,365,232	1,274,822	7.1%
EU 10	9,600	8,794	9.2%	85,310	73,576	15.9%
ICELAND	37	12	208.3%	277	198	39.9%
NORWAY	3,540	2,643	33.9%	31,517	26,211	20.2%
SWITZERLAND	2,689	2,360	13.9%	26,098	22,336	16.8%
EFTA	6,266	5,015	24.9%	57,892	48,745	18.8%
EU27 + EFTA	148,066	135,695	9.1%	1,508,434	1,397,143	8.0%
EU15 + EFTA	138,466	126,901	9.1%	1,423,124	1,323,567	7.5%

(¹) EU27 including Bulgaria and Romania; data for Malta and Cyprus currently not available.

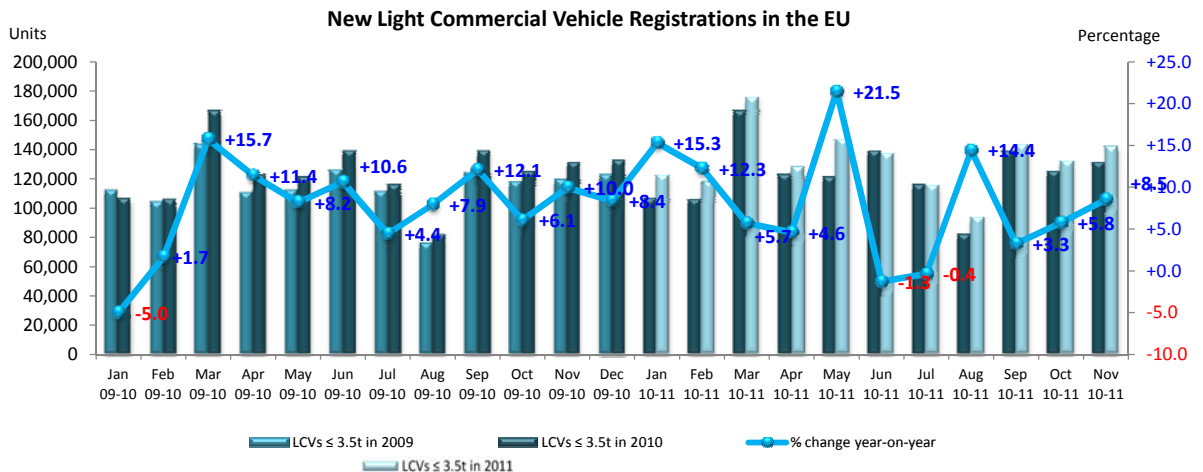
(²) including Buses & Coaches

(³) Due to the unavailability of data from Italy since January 2011, figures reported for that country are an extrapolation made by data provider AAA.

They are not actual market figures, hence the possibility of an error margin with regard to the EU totals.

(⁴) estimate

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



<http://www.acea.be>

Next Press Release on Commercial Vehicles to be issued on January 27, 2012



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Press Release

**PRESS EMBARGO FOR ALL DATA :
8.00 A.M.(7.00 A.M. GMT), December 20, 2011**

PROVISIONAL

EU¹ + EFTA COUNTRIES REGISTRATION FIGURES BY MARKET NEW HEAVY COMMERCIAL VEHICLES of 16t and over²

20/12/11

	Nov '11	Nov '10	% Change	Jan-Nov '11	Jan-Nov '10	% Change
AUSTRIA	524	414	26.6%	6,226	4,273	45.7%
BELGIUM	566	439	28.9%	7,617	5,373	41.8%
BULGARIA	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
CZECH REPUBLIC ³	640	472	35.6%	5,748	3,466	65.8%
DENMARK	289	197	46.7%	3,037	2,096	44.9%
ESTONIA	63	42	50.0%	599	262	128.6%
FINLAND	220	170	29.4%	2,170	1,703	27.4%
FRANCE	3,424	3,045	12.4%	36,710	25,330	44.9%
GERMANY	5,354	4,723	13.4%	55,689	44,321	25.6%
GREECE	23	32	-28.1%	243	675	-64.0%
HUNGARY	295	210	40.5%	3,365	1,774	89.7%
IRELAND	46	19	142.1%	789	593	33.1%
ITALY ⁴	921	886	4.0%	12,167	11,022	10.4%
LATVIA	64	64	0.0%	1,263	412	206.6%
LITHUANIA ⁵	136	151	-9.9%	2,500	1,187	110.6%
LUXEMBURG ⁵	58	53	9.4%	1,045	659	58.6%
NETHERLANDS	760	627	21.2%	10,495	7,606	38.0%
POLAND	1,233	1,120	10.1%	13,257	7,494	76.9%
PORTUGAL	108	293	-63.1%	1,971	2,106	-6.4%
ROMANIA	351	310	13.2%	3,058	1,690	80.9%
SLOVAKIA	210	165	27.3%	2,842	1,531	85.6%
SLOVENIA ⁵	99	101	-2.0%	1,171	631	85.6%
SPAIN	1,690	1,606	5.2%	14,358	11,667	23.1%
SWEDEN	500	425	17.6%	4,673	3,707	26.1%
UNITED KINGDOM	3,099	2,494	24.3%	25,848	18,089	42.9%
EUROPEAN UNION¹	20,673	18,058	14.5%	216,841	157,667	37.5%
EUROPEAN UNION (EU15)	17,582	15,423	14.0%	183,038	139,220	31.5%
EU (New Members)	3,091	2,635	17.3%	33,803	18,447	83.2%
ICELAND	4	2	100.0%	33	17	94.1%
NORWAY ⁵	313	235	33.2%	3,006	2,281	31.8%
SWITZERLAND ³	261	219	19.2%	3,107	2,415	28.7%
EFTA	578	456	26.8%	6,146	4,713	30.4%
TOTAL EUROPE (EU+EFTA)	21,251	18,514	14.8%	222,987	162,380	37.3%
EU15+EFTA	18,160	15,879	14.4%	189,184	143,933	31.4%

(¹) EU27 including Bulgaria and Romania; data for Malta and Cyprus currently not available.

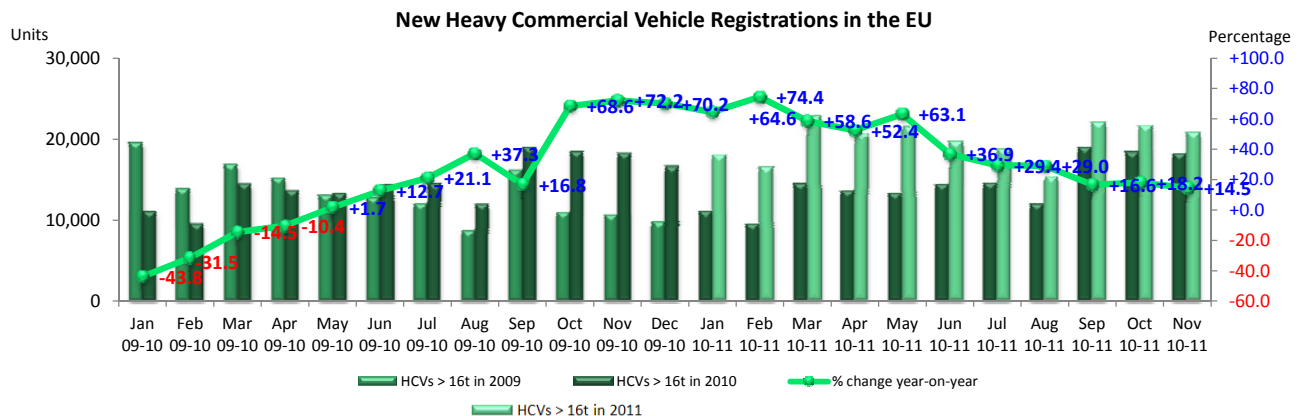
(²) Excluding Buses and Coaches

(³) CV ≥ 18t

(⁴) Due to the unavailability of data from Italy since January 2011, figures reported for that country are an extrapolation made by data provider AAA. They are not actual market figures, hence the possibility of an error margin with regard to the EU totals.

(⁵) estimates

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



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Press Release

**PRESS EMBARGO FOR ALL DATA :
8.00 A.M.(7.00 A.M. GMT), December 20, 2011**

PROVISIONAL

EU¹ + EFTA COUNTRIES REGISTRATION FIGURES BY MARKET NEW MEDIUM & HEAVY COMMERCIAL VEHICLES over 3.5t²

20/12/11

	Nov '11	Nov '10	% Change	Jan-Nov '11	Jan-Nov '10	% Change
AUSTRIA	572	469	22.0%	6,842	4,820	42.0%
BELGIUM	713	575	24.0%	9,483	7,332	29.3%
BULGARIA	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
CZECH REPUBLIC	778	613	26.9%	7,215	4,727	52.6%
DENMARK	341	235	45.1%	3,415	2,582	32.3%
ESTONIA	69	47	46.8%	660	321	105.6%
FINLAND	306	297	3.0%	3,159	2,628	20.2%
FRANCE	4,203	3,669	14.6%	45,299	32,265	40.4%
GERMANY	8,372	8,056	3.9%	88,974	73,085	21.7%
GREECE	30	60	-50.0%	470	1,252	-62.5%
HUNGARY	334	244	36.9%	3,698	2,048	80.6%
IRELAND	54	33	63.6%	1,075	1,008	6.6%
ITALY ⁴	1,359	1,365	-0.4%	17,829	16,791	6.2%
LATVIA	76	67	13.4%	1,350	458	194.8%
LITHUANIA ³	142	158	-10.1%	2,607	1,250	108.6%
LUXEMBURG	92	55	67.3%	1,194	738	61.8%
NETHERLANDS	898	765	17.4%	12,097	9,080	33.2%
POLAND	1,450	1,321	9.8%	15,504	9,271	67.2%
PORTUGAL	143	372	-61.6%	2,540	2,800	-9.3%
ROMANIA	382	355	7.6%	3,399	2,093	62.4%
SLOVAKIA	267	210	27.1%	3,365	1,923	75.0%
SLOVENIA ³	113	123	-8.1%	1,326	812	63.3%
SPAIN	1,739	1,654	5.1%	15,128	12,385	22.1%
SWEDEN	586	495	18.4%	5,381	4,340	24.0%
UNITED KINGDOM	4,224	3,487	21.1%	36,397	28,077	29.6%
EUROPEAN UNION¹	27,243	24,725	10.2%	288,407	222,086	29.9%
EUROPEAN UNION (EU15)	23,632	21,587	9.5%	249,283	199,183	25.2%
EU (New Members)	3,611	3,138	15.1%	39,124	22,903	70.8%
ICELAND	5	3	66.7%	46	22	109.1%
NORWAY	403	315	27.9%	4,763	3,770	26.3%
SWITZERLAND	332	283	17.3%	4,033	3,249	24.1%
EFTA	740	601	23.1%	8,842	7,041	25.6%
TOTAL EUROPE (EU+EFTA)	27,983	25,326	10.5%	297,249	229,127	29.7%
EU15+EFTA	24,372	22,188	9.8%	258,125	206,224	25.2%

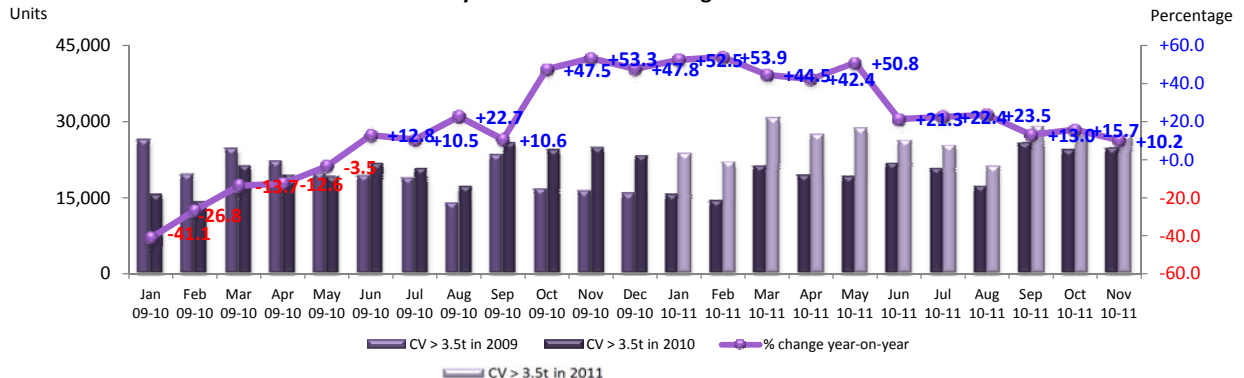
(¹) EU27 including Bulgaria and Romania; data for Malta and Cyprus currently not available.

(²) Excluding Buses and Coaches (³) estimates

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New Medium & Heavy Commercial Vehicle Registrations in the EU



This information is available on the ACEA website:

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Press Release

**PRESS EMBARGO FOR ALL DATA :
8.00 A.M.(7.00 A.M. GMT), December 20, 2011**

PROVISIONAL

EU¹ + EFTA COUNTRIES REGISTRATION FIGURES BY MARKET NEW MEDIUM & HEAVY BUSES & COACHES over 3.5t

20/12/11

	Nov '11	Nov '10	% Change	Jan-Nov '11	Jan-Nov '10	% Change
AUSTRIA	55	58	-5.2%	516	633	-18.5%
BELGIUM	13	74	-82.4%	691	982	-29.6%
BULGARIA	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
CZECH REPUBLIC	76	109	-30.3%	700	642	9.0%
DENMARK	58	36	61.1%	462	662	-30.2%
ESTONIA	2	6	-66.7%	42	76	-44.7%
FINLAND	14	23	-39.1%	368	447	-17.7%
FRANCE	350	456	-23.2%	6,318	5,419	16.6%
GERMANY	510	614	-16.9%	4,337	4,582	-5.3%
GREECE	0	62	-100.0%	71	399	-82.2%
HUNGARY	7	22	-68.2%	174	230	-24.3%
IRELAND	0	0	#DIV/0!	60	47	27.7%
ITALY ³	387	329	17.6%	5,156	3,983	29.5%
LATVIA	5	50	-90.0%	166	87	90.8%
LITHUANIA ²	9	9	0.0%	95	80	18.8%
LUXEMBURG	15	5	200.0%	184	169	8.9%
NETHERLANDS	52	29	79.3%	410	468	-12.4%
POLAND	170	251	-32.3%	1,305	1,214	7.5%
PORTUGAL	13	30	-56.7%	320	448	-28.6%
ROMANIA	10	53	-81.1%	122	307	-60.3%
SLOVAKIA	33	34	-2.9%	252	387	-34.9%
SLOVENIA ²	25	7	257.1%	123	135	-8.9%
SPAIN	155	182	-14.8%	2,487	2,230	11.5%
SWEDEN	84	119	-29.4%	1,547	1,517	2.0%
UNITED KINGDOM	584	406	43.8%	5,139	6,219	-17.4%
EUROPEAN UNION¹	2,627	2,964	-11.4%	31,045	31,363	-1.0%
EUROPEAN UNION (EU15)	2,290	2,423	-5.5%	28,066	28,205	-0.5%
EU (New Members)	337	541	-37.7%	2,979	3,158	-5.7%
ICELAND	0	0	#DIV/0!	31	25	24.0%
NORWAY	150	111	35.1%	1,154	1,179	-2.1%
SWITZERLAND	45	46	-2.2%	503	461	9.1%
EFTA	195	157	24.2%	1,688	1,665	1.4%
TOTAL EUROPE (EU+EFTA)	2,822	3,121	-9.6%	32,733	33,028	-0.9%
EU15+EFTA	2,485	2,580	-3.7%	29,754	29,870	-0.4%

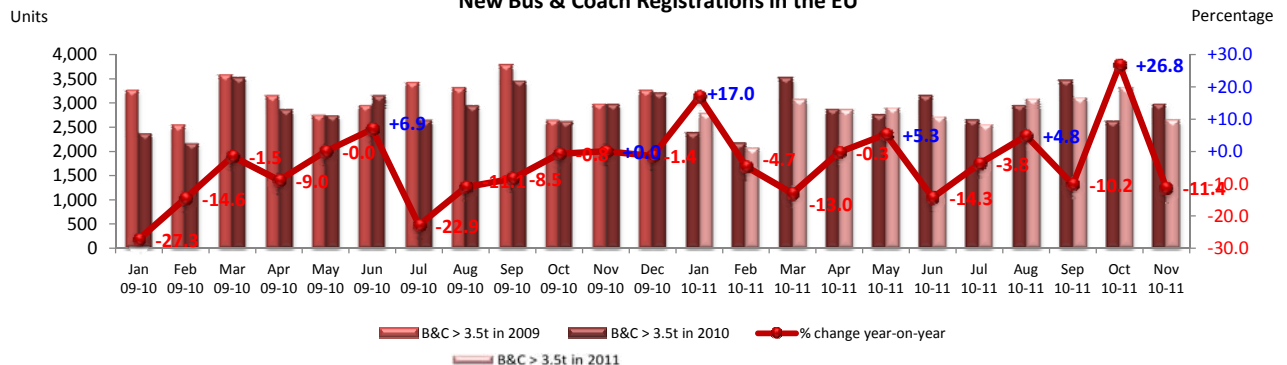
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(²) estimates

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New Bus & Coach Registrations in the EU



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Press Release

**PRESS EMBARGO FOR ALL DATA :
8.00 A.M.(7.00 A.M. GMT), December 20, 2011**

PROVISIONAL

EU' + EFTA COUNTRIES REGISTRATION FIGURES BY MARKET TOTAL NEW COMMERCIAL VEHICLES

20/12/11

	Nov '11	Nov '10	% Change	Jan-Nov '11	Jan-Nov '10	% Change
AUSTRIA	3,916	3,089	26.8%	36,996	31,049	19.2%
BELGIUM	5,162	4,669	10.6%	67,974	57,861	17.5%
BULGARIA ⁴	300	282	6.4%	2,157	2,350	-8.2%
CZECH REPUBLIC	2,191	1,935	13.2%	19,672	15,808	24.4%
DENMARK	2,421	1,675	44.5%	24,764	17,092	44.9%
ESTONIA	235	181	29.8%	2,503	1,369	82.8%
FINLAND	1,677	1,394	20.3%	16,265	12,997	25.1%
FRANCE	44,091	40,131	9.9%	439,236	414,697	5.9%
GERMANY	32,657	28,677	13.9%	303,975	255,630	18.9%
GREECE	467	730	-36.0%	6,526	11,831	-44.8%
HUNGARY	1,669	1,263	32.1%	13,621	10,193	33.6%
IRELAND	365	316	15.5%	12,342	11,378	8.5%
ITALY ²	15,229	16,118	-5.5%	183,210	184,506	-0.7%
LATVIA	256	184	39.1%	2,718	1,008	169.6%
LITHUANIA	330	303	8.9%	4,362	2,126	105.2%
LUXEMBURG	394	337	16.9%	4,557	3,846	18.5%
NETHERLANDS	6,366	5,451	16.8%	69,347	57,979	19.6%
POLAND	5,851	5,618	4.1%	54,033	44,109	22.5%
PORTUGAL	3,155	4,447	-29.1%	32,230	43,163	-25.3%
ROMANIA	1,263	1,148	10.0%	12,100	8,228	47.1%
SLOVAKIA	765	844	-9.4%	8,829	8,631	2.3%
SLOVENIA	688	715	-3.8%	7,418	5,815	27.6%
SPAIN	10,015	11,728	-14.6%	113,316	120,404	-5.9%
SWEDEN	4,715	4,113	14.6%	48,569	39,652	22.5%
UNITED KINGDOM	27,492	23,021	19.4%	283,274	240,125	18.0%
EUROPEAN UNION¹	171,670	158,369	8.4%	1,769,994	1,601,847	10.5%
EUROPEAN UNION (EU15)	158,122	145,896	8.4%	1,642,581	1,502,210	9.3%
EU (New Members)	13,548	12,473	8.6%	127,413	99,637	27.9%
ICELAND	42	15	180.0%	354	245	44.5%
NORWAY	4,093	3,069	33.4%	37,434	31,160	20.1%
SWITZERLAND	3,066	2,689	14.0%	30,634	26,046	17.6%
EFTA	7,201	5,773	24.7%	68,422	57,451	19.1%
TOTAL EUROPE (EU+EFTA)	178,871	164,142	9.0%	1,838,416	1,659,298	10.8%
EU15+EFTA	165,323	151,669	9.0%	1,711,003	1,559,661	9.7%

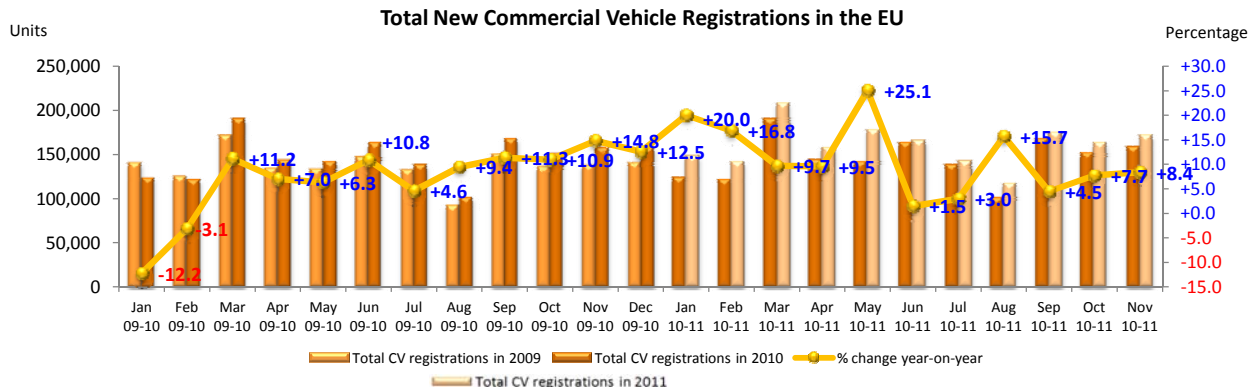
(¹) EU27 including Bulgaria and Romania; data for Malta and Cyprus currently not available.

(²) Due to the unavailability of data from Italy since January 2011, figures reported for that country are an extrapolation made by data provider AAA. They are not actual market figures, hence the possibility of an error margin with regard to the EU totals.

(³) estimates

(⁴) data for MCV+HCV and MBC+HBC n.a.

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This information is available on the ACEA website:

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