



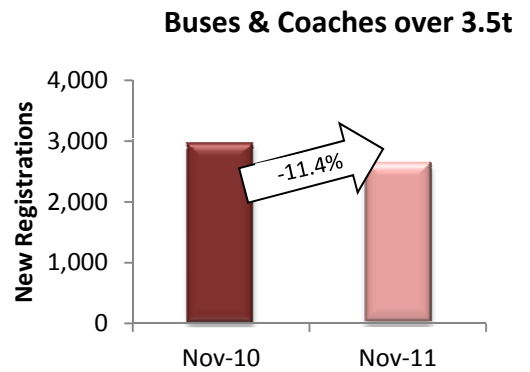
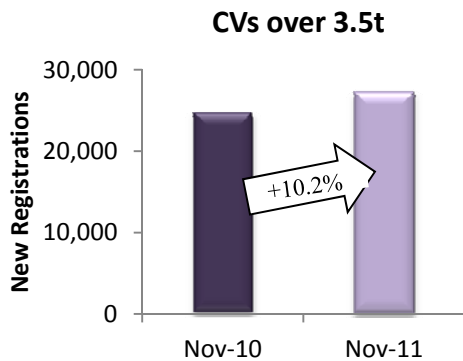
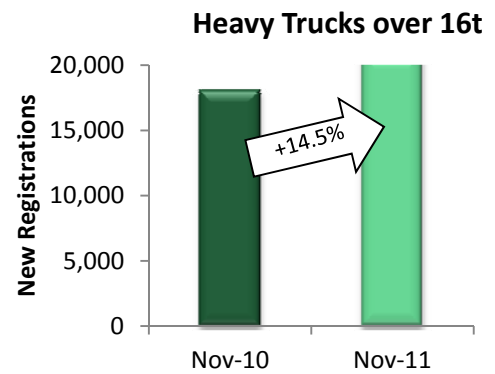
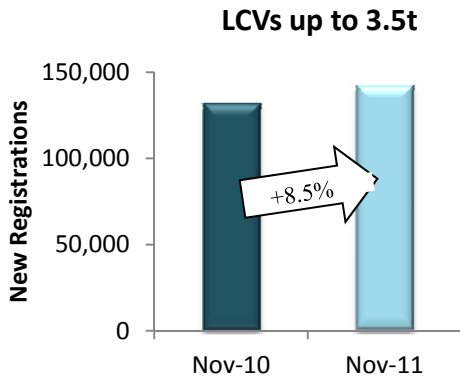
**PRESS EMBARGO FOR ALL DATA:**  
**December 20, 2011, 8.00 A.M. (7.00 A.M. GMT)**

# 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.



ACEA

Association des  
Constructeurs  
Européens  
d'Automobiles

Av. des Nerviens 85  
B-1040 Bruxelles

Tel (32 2) 732 55 50  
Fax (32 2) 738 73 10  
(32 2) 738 73 11

# 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 3.5t<sup>2</sup>

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 <sup>4</sup>             | 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 <sup>3</sup>                | 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%        |
| <b>EUROPEAN UNION<sup>1</sup></b> | <b>141,800</b> | <b>130,680</b> | <b>8.5%</b> | <b>1,450,542</b> | <b>1,348,398</b> | <b>7.6%</b>  |
| <b>EU 15</b>                      | <b>132,200</b> | <b>121,886</b> | <b>8.5%</b> | <b>1,365,232</b> | <b>1,274,822</b> | <b>7.1%</b>  |
| <b>EU 10</b>                      | <b>9,600</b>   | <b>8,794</b>   | <b>9.2%</b> | <b>85,310</b>    | <b>73,576</b>    | <b>15.9%</b> |
| 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%        |
| <b>EU27 + EFTA</b>                | <b>148,066</b> | <b>135,695</b> | <b>9.1%</b> | <b>1,508,434</b> | <b>1,397,143</b> | <b>8.0%</b>  |
| <b>EU15 + EFTA</b>                | <b>138,466</b> | <b>126,901</b> | <b>9.1%</b> | <b>1,423,124</b> | <b>1,323,567</b> | <b>7.5%</b>  |

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

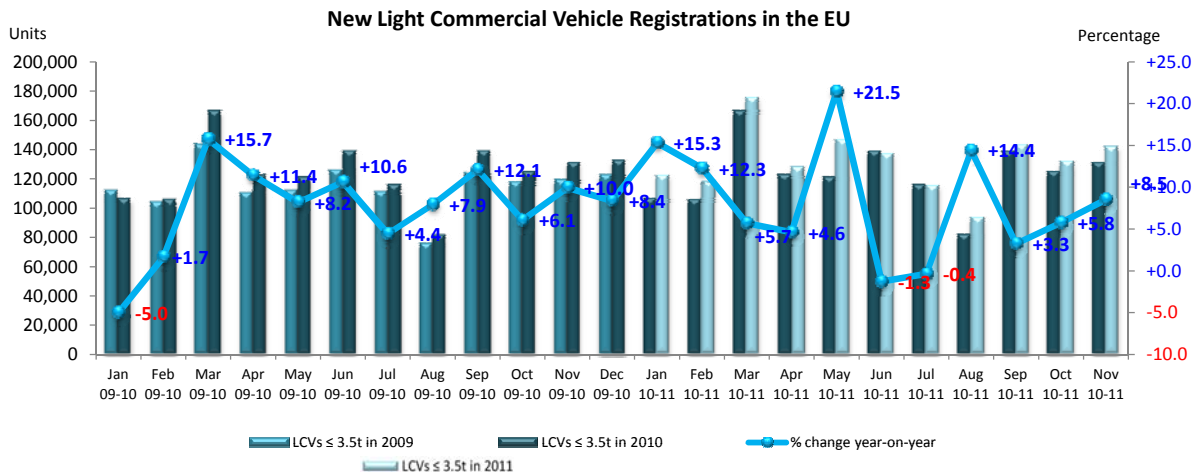
(<sup>2</sup>) including Buses & Coaches

(<sup>3</sup>) 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.

(<sup>4</sup>) 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**



ACEA

Association des  
Constructeurs  
Européens  
d'Automobiles

Av. des Nerviens 85  
B-1040 Bruxelles

Tel (32 2) 732 55 50  
Fax (32 2) 738 73 10  
(32 2) 738 73 11

# Press Release

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

## PROVISIONAL

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

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 <sup>3</sup>       | 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 <sup>4</sup>                | 921           | 886           | 4.0%         | 12,167         | 11,022         | 10.4%        |
| LATVIA                            | 64            | 64            | 0.0%         | 1,263          | 412            | 206.6%       |
| LITHUANIA <sup>5</sup>            | 136           | 151           | -9.9%        | 2,500          | 1,187          | 110.6%       |
| LUXEMBURG <sup>5</sup>            | 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 <sup>5</sup>             | 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%        |
| <b>EUROPEAN UNION<sup>1</sup></b> | <b>20,673</b> | <b>18,058</b> | <b>14.5%</b> | <b>216,841</b> | <b>157,667</b> | <b>37.5%</b> |
| <b>EUROPEAN UNION (EU15)</b>      | <b>17,582</b> | <b>15,423</b> | <b>14.0%</b> | <b>183,038</b> | <b>139,220</b> | <b>31.5%</b> |
| <b>EU (New Members)</b>           | <b>3,091</b>  | <b>2,635</b>  | <b>17.3%</b> | <b>33,803</b>  | <b>18,447</b>  | <b>83.2%</b> |
| ICELAND                           | 4             | 2             | 100.0%       | 33             | 17             | 94.1%        |
| NORWAY <sup>5</sup>               | 313           | 235           | 33.2%        | 3,006          | 2,281          | 31.8%        |
| SWITZERLAND <sup>3</sup>          | 261           | 219           | 19.2%        | 3,107          | 2,415          | 28.7%        |
| <b>EFTA</b>                       | <b>578</b>    | <b>456</b>    | <b>26.8%</b> | <b>6,146</b>   | <b>4,713</b>   | <b>30.4%</b> |
| <b>TOTAL EUROPE (EU+EFTA)</b>     | <b>21,251</b> | <b>18,514</b> | <b>14.8%</b> | <b>222,987</b> | <b>162,380</b> | <b>37.3%</b> |
| <b>EU15+EFTA</b>                  | <b>18,160</b> | <b>15,879</b> | <b>14.4%</b> | <b>189,184</b> | <b>143,933</b> | <b>31.4%</b> |

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

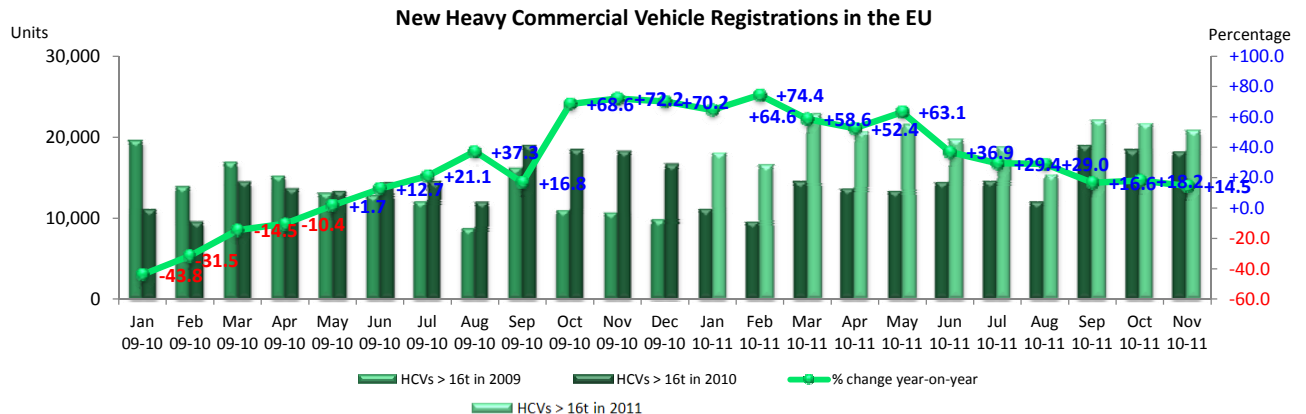
(<sup>2</sup>) Excluding Buses and Coaches

(<sup>3</sup>) CV ≥ 18t

(<sup>4</sup>) 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.

(<sup>5</sup>) 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

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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>

20/12/11

|                                   | Nov<br>'11    | Nov<br>'10    | %<br>Change  | Jan-Nov<br>'11 | Jan-Nov<br>'10 | %<br>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 <sup>4</sup>                | 1,359         | 1,365         | -0.4%        | 17,829         | 16,791         | 6.2%         |
| LATVIA                            | 76            | 67            | 13.4%        | 1,350          | 458            | 194.8%       |
| LITHUANIA <sup>3</sup>            | 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 <sup>3</sup>             | 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%        |
| <b>EUROPEAN UNION<sup>1</sup></b> | <b>27,243</b> | <b>24,725</b> | <b>10.2%</b> | <b>288,407</b> | <b>222,086</b> | <b>29.9%</b> |
| <b>EUROPEAN UNION (EU15)</b>      | <b>23,632</b> | <b>21,587</b> | <b>9.5%</b>  | <b>249,283</b> | <b>199,183</b> | <b>25.2%</b> |
| <b>EU (New Members)</b>           | <b>3,611</b>  | <b>3,138</b>  | <b>15.1%</b> | <b>39,124</b>  | <b>22,903</b>  | <b>70.8%</b> |
| 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%        |
| <b>EFTA</b>                       | <b>740</b>    | <b>601</b>    | <b>23.1%</b> | <b>8,842</b>   | <b>7,041</b>   | <b>25.6%</b> |
| <b>TOTAL EUROPE (EU+EFTA)</b>     | <b>27,983</b> | <b>25,326</b> | <b>10.5%</b> | <b>297,249</b> | <b>229,127</b> | <b>29.7%</b> |
| <b>EU15+EFTA</b>                  | <b>24,372</b> | <b>22,188</b> | <b>9.8%</b>  | <b>258,125</b> | <b>206,224</b> | <b>25.2%</b> |

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

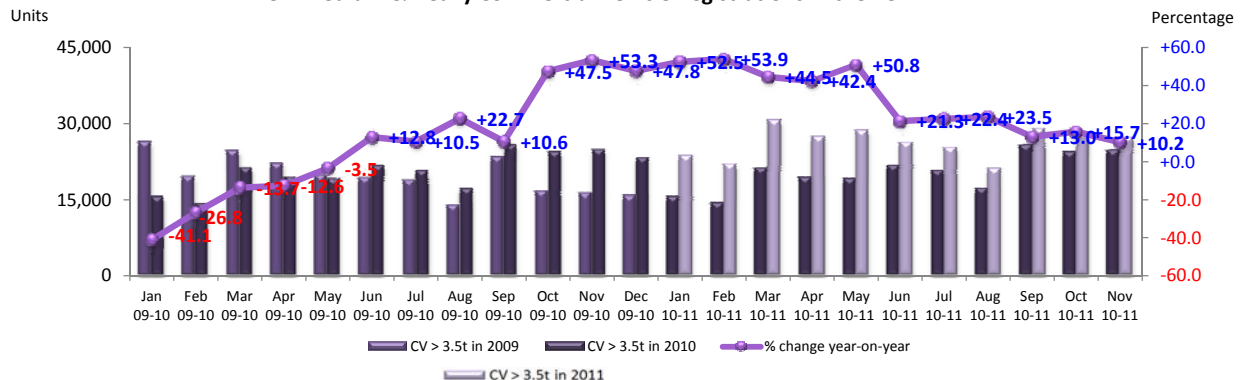
(<sup>2</sup>) Excluding Buses and Coaches

(<sup>3</sup>) estimates

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



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ACEA

Association des  
Constructeurs  
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## PROVISIONAL

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

20/12/11

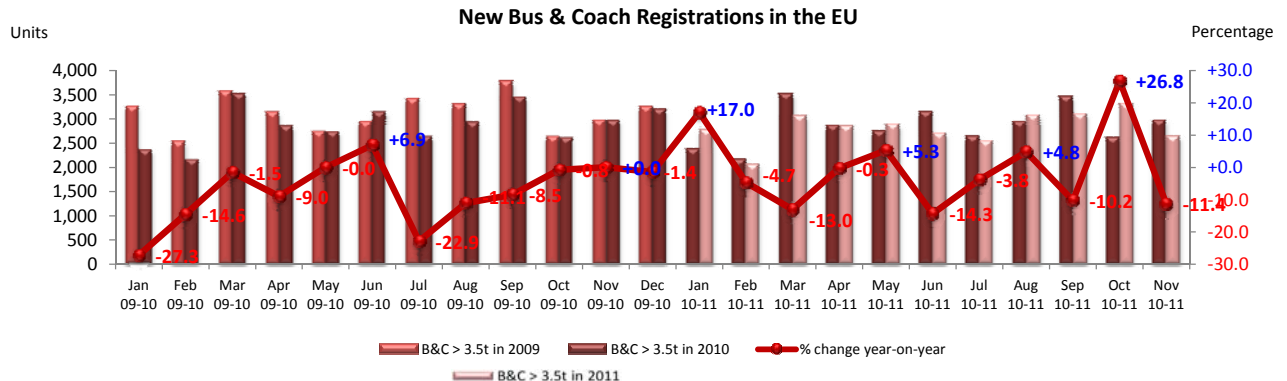
|                                   | Nov<br>'11   | Nov<br>'10   | %<br>Change   | Jan-Nov<br>'11 | Jan-Nov<br>'10 | %<br>Change  |
|-----------------------------------|--------------|--------------|---------------|----------------|----------------|--------------|
| AUSTRIA                           | 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 <sup>3</sup>                | 387          | 329          | 17.6%         | 5,156          | 3,983          | 29.5%        |
| LATVIA                            | 5            | 50           | -90.0%        | 166            | 87             | 90.8%        |
| LITHUANIA <sup>2</sup>            | 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 <sup>2</sup>             | 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%       |
| <b>EUROPEAN UNION<sup>1</sup></b> | <b>2,627</b> | <b>2,964</b> | <b>-11.4%</b> | <b>31,045</b>  | <b>31,363</b>  | <b>-1.0%</b> |
| <b>EUROPEAN UNION (EU15)</b>      | <b>2,290</b> | <b>2,423</b> | <b>-5.5%</b>  | <b>28,066</b>  | <b>28,205</b>  | <b>-0.5%</b> |
| <b>EU (New Members)</b>           | <b>337</b>   | <b>541</b>   | <b>-37.7%</b> | <b>2,979</b>   | <b>3,158</b>   | <b>-5.7%</b> |
| 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%         |
| <b>EFTA</b>                       | <b>195</b>   | <b>157</b>   | <b>24.2%</b>  | <b>1,688</b>   | <b>1,665</b>   | <b>1.4%</b>  |
| <b>TOTAL EUROPE (EU+EFTA)</b>     | <b>2,822</b> | <b>3,121</b> | <b>-9.6%</b>  | <b>32,733</b>  | <b>33,028</b>  | <b>-0.9%</b> |
| <b>EU15+EFTA</b>                  | <b>2,485</b> | <b>2,580</b> | <b>-3.7%</b>  | <b>29,754</b>  | <b>29,870</b>  | <b>-0.4%</b> |

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

(<sup>2</sup>) estimates

(<sup>3</sup>) 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.

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



This information is available on the ACEA website:

<http://www.acea.be>





ACEA

Association des  
Constructeurs  
Européens  
d'Automobiles

Av. des Nerviens 85  
B-1040 Bruxelles

Tel (32 2) 732 55 50  
Fax (32 2) 738 73 10  
(32 2) 738 73 11

# 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 <sup>4</sup>             | 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 <sup>2</sup>                | 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%        |
| <b>EUROPEAN UNION<sup>1</sup></b> | <b>171,670</b> | <b>158,369</b> | <b>8.4%</b>  | <b>1,769,994</b> | <b>1,601,847</b> | <b>10.5%</b> |
| <b>EUROPEAN UNION (EU15)</b>      | <b>158,122</b> | <b>145,896</b> | <b>8.4%</b>  | <b>1,642,581</b> | <b>1,502,210</b> | <b>9.3%</b>  |
| <b>EU (New Members)</b>           | <b>13,548</b>  | <b>12,473</b>  | <b>8.6%</b>  | <b>127,413</b>   | <b>99,637</b>    | <b>27.9%</b> |
| 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%        |
| <b>EFTA</b>                       | <b>7,201</b>   | <b>5,773</b>   | <b>24.7%</b> | <b>68,422</b>    | <b>57,451</b>    | <b>19.1%</b> |
| <b>TOTAL EUROPE (EU+EFTA)</b>     | <b>178,871</b> | <b>164,142</b> | <b>9.0%</b>  | <b>1,838,416</b> | <b>1,659,298</b> | <b>10.8%</b> |
| <b>EU15+EFTA</b>                  | <b>165,323</b> | <b>151,669</b> | <b>9.0%</b>  | <b>1,711,003</b> | <b>1,559,661</b> | <b>9.7%</b>  |

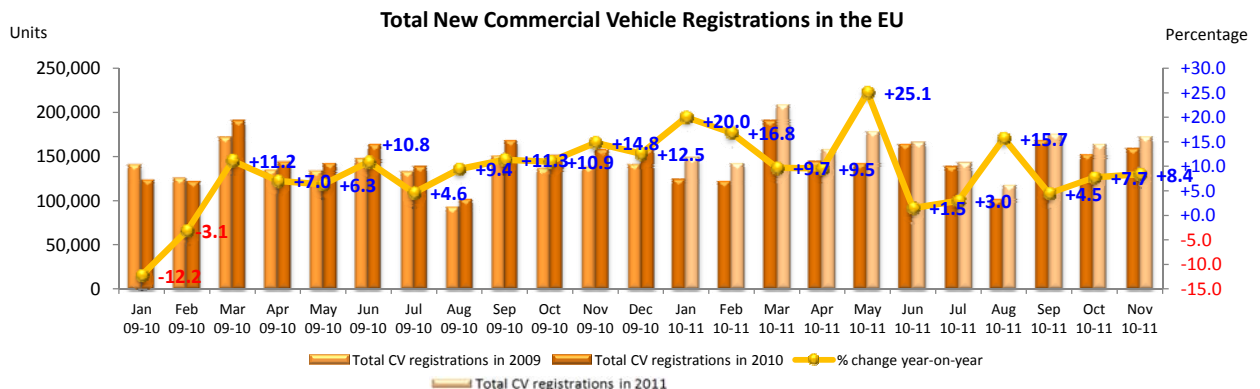
(<sup>1</sup>) EU27 including Bulgaria and Romania; data for Malta and Cyprus currently not available.

(<sup>2</sup>) 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.

(<sup>3</sup>) estimates

(<sup>4</sup>) data for MCV+HCV and MBC+HBC n.a.

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