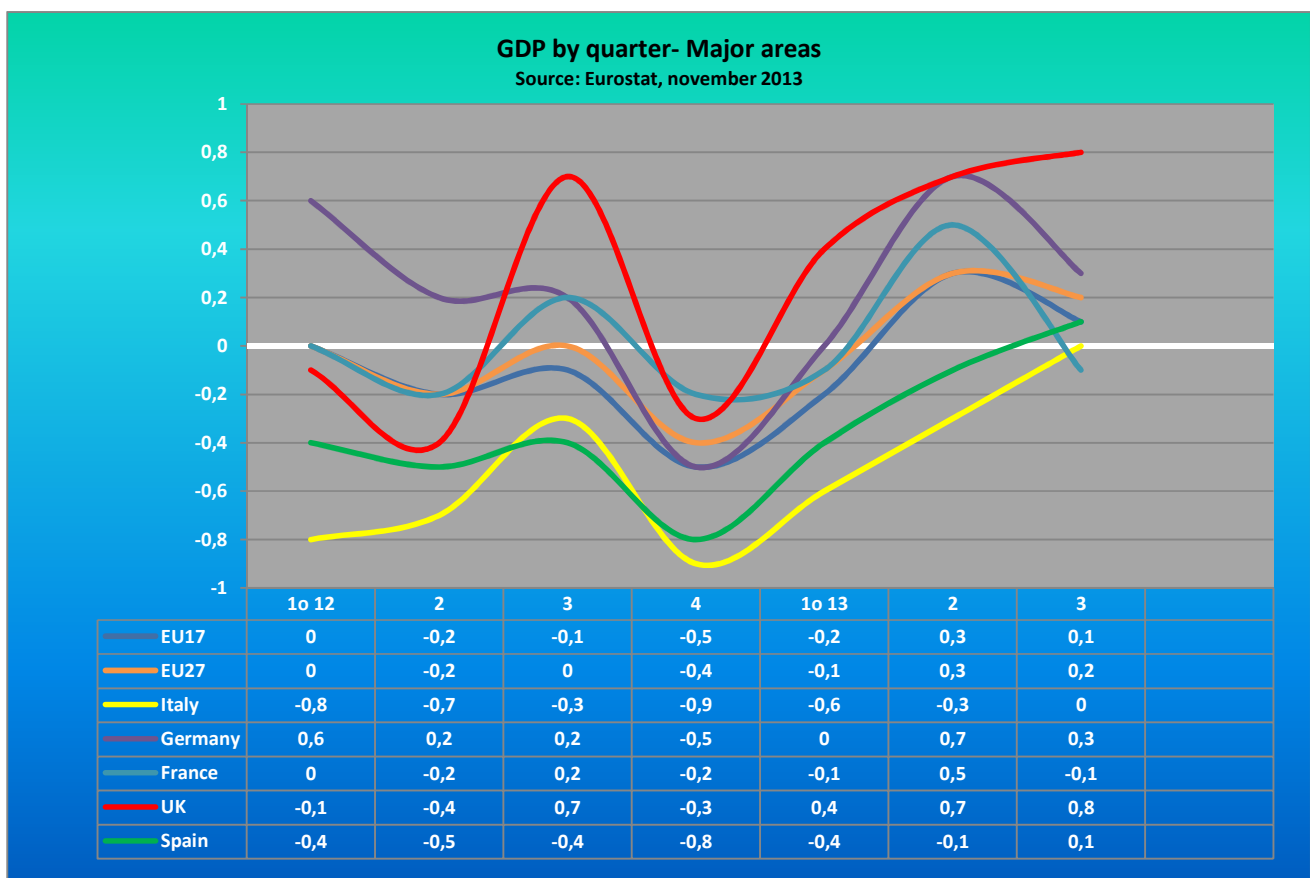


Study on the Italian market for Commercial Vehicles <3.5 t, paradigmatic of the dramatic crisis that hit the Italian economy since 2008.

Update Year End 2013

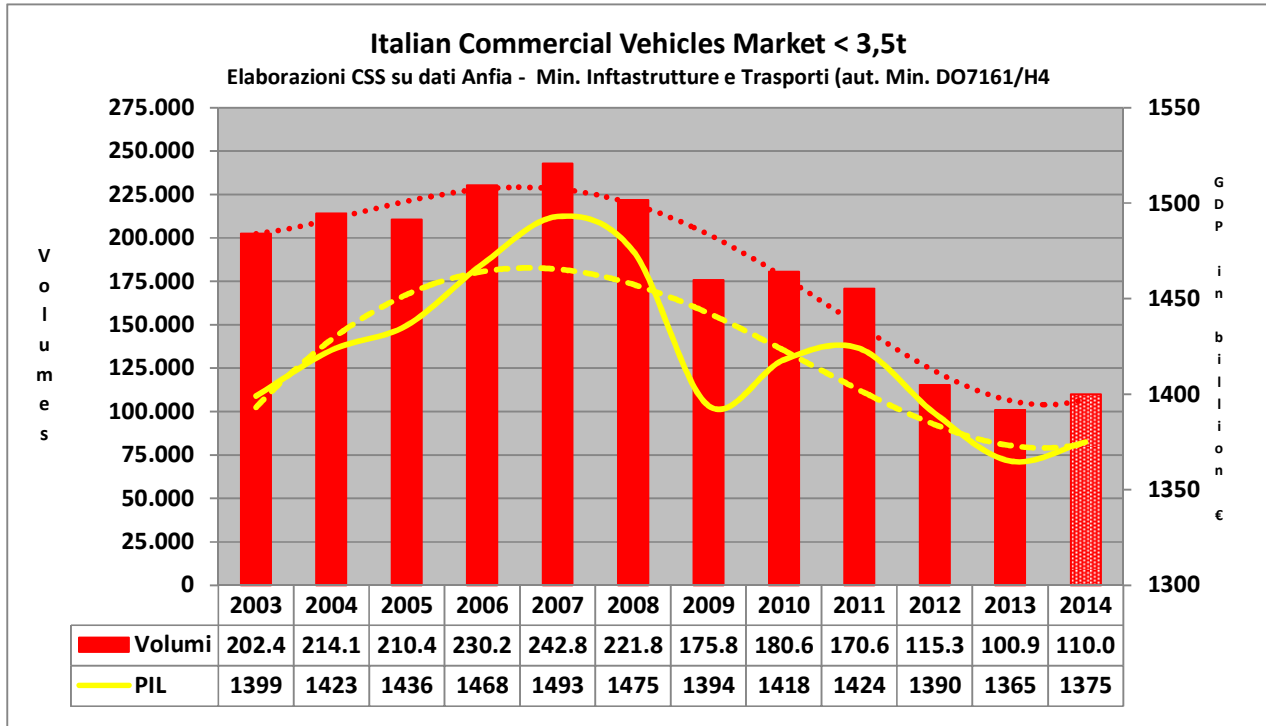
The commercial vehicle sector in Italy is undergoing a dramatic crisis, not only and not so much linked to the global crisis of 2008 /9, but above all to the next one in 2012 that has badly hit our country. By the way, if all the Euro area has suffered of it, but came out of it with the 2nd quarter of this year, Italy will not escape from it



before next year at best (see graph above).

The chart below shows the trend of the commercial vehicle registrations in the last ten years, with an indication of the progression of GDP in the same years, from which it is clear that the two curves are practically parallel, with a correlation coefficient of 0,87, confirming that the sales of these vehicles , which are closely

related to the distribution of goods and services, were blocked by the dramatic reduction in income and consumption in recent years.



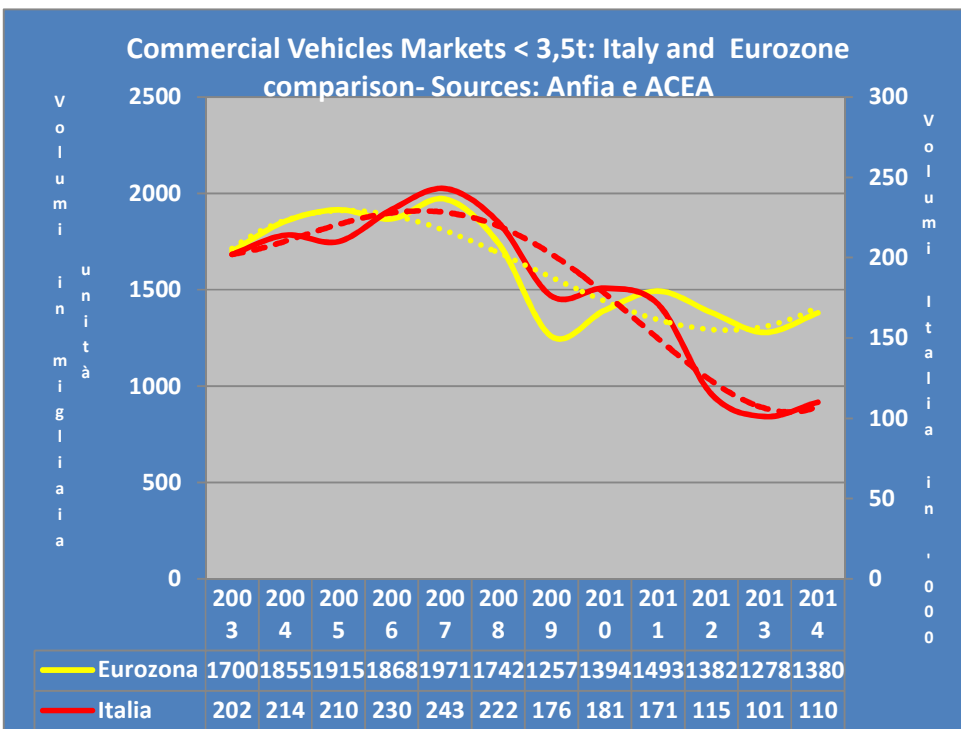
That is also confirmed by the history of this sector in the last twenty years. The sector had in fact already suffered a lot due to the previous generalized crisis of 1992 /93, it had begun to recover in 1994 with the first Tremonti, but especially in 1997/8, the years of the first scrappage scheme of which some commercial vehicles could also benefit., and in 98-2000 with the strong recovery in economic activity, and the relative increase in consumption and buoyant investment (machinery, equipment and means of transport) that have contributed to the growth in demand, which has been expressed with a significant rate of development . The factors that have influenced the rapid development of this segment in those years are manifold, including the gradual expansion of tertiary activities, capillarity and the strong increase of the distribution of mass consumption goods, and the closure of urban areas for heavy vehicles. The pace of investments for the preparation of the Jubilee in the year 2000 also played an important role.

As early as 2001, however, this drive had faded considerably, and only the re-introduction in 2002 of an other Tremonti (bis), made the sector reach the record in sales with over 271,000 units registered .

The global crisis of 2008/9 has than deeply hit this sector, that has not recovered even with the limited increase in GDP, again supported by a scrappage scheme between the end of 2009 and beginning of 2010, and indeed has dramatically collapsed in 2012 with the return of the recession, and again last year that closed barely above 100.000 units, as we anticipated with the previous report.

As already pointed out the correlation between registrations and GDP has always been significant, as it is natural given that the sale of commercial vehicles is clearly influenced by the economic cycle. Between 1993 and 2002 the correlation was even higher: 0.96

To emphasize the drama of the Italian situation compared to the rest of the Eurozone the table below shows the trends in new vehicle registrations in the two areas: one immediately notices that until 2011 Italy behaved even better than the Eurozone as a whole.

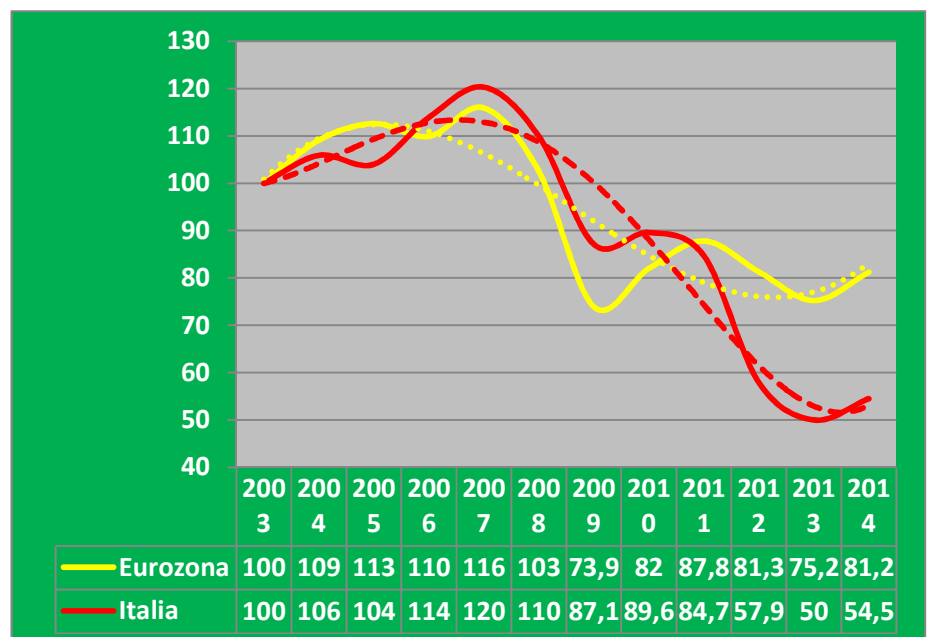


even better than the Eurozone as a whole.

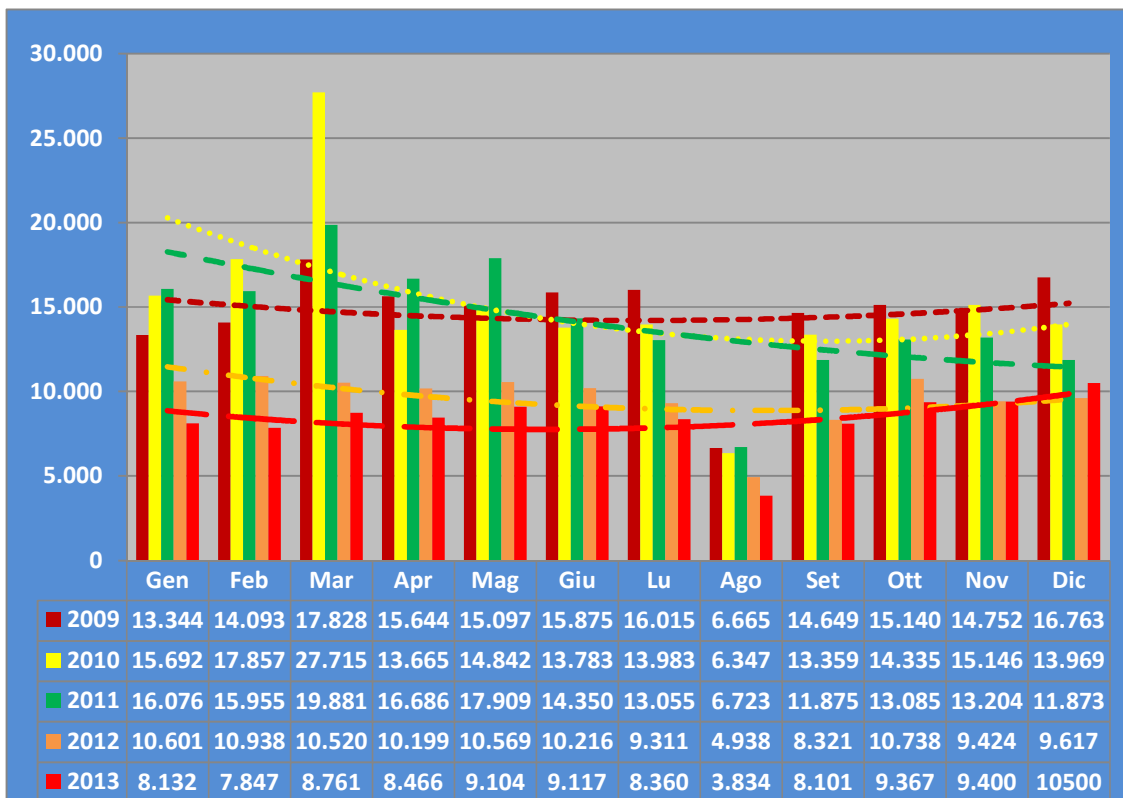
The same thing is observed if instead of absolute values we use index numbers, with 2003 = 100.

It can be observed that the loss of Italy from 2003 is now of 50%, compared with a loss of 24,8% in the Eurozone as a whole.

In this situation it is very difficult to make predictions for the future, We think however that the market should increase by about 10%.



For statistical interest the chart with the monthly trend in registrations of commercial vehicles since 2009 is shown below. The source is " ANFIA Elaboration on data from the Ministry of Infrastructure and Transport" (Aut.Min.D07161/H4)"



Emilio di Camillo – Centro Studi Subalpino – February 2014