

PRESS RELEASE

The Trakker within the International Automotive Fair in Addis Abeba

Last 18th of may, until 22th, Addis Abeba was theatre of the third edition of the main ethiopian event: the International Automotive Fair (I.A.F.), dedicated to all spare suppliers and industrial vehicles manufacturers present in the country.

Iveco took part to this event with a big exposition area to show the new range off road thought for extra Europe countries: the Trakker H.

Except the newcomer were showed a cursor engine that has been highly appreciated by ethiopians customers.

This was the background of a smart night arranged with the Italian embassy where one unit of Trakker AD380T38H fitted with fixed body and a AT380T42H tipper were showed.

Among the guests, a sixtieth of Ethiopian fleets owners, diplomatists both local and Italians. Most of all we'd like to thank again Italian consul, Raffaele De Lutio, for his availability.

During the IAF, on may the 20th , took place The Iveco Day it counted about 200 guests to whom a wide range of novelties for Ethiopian market has been shown

The Day was arranged to favour various exchanges opportunities between public and commercial and technical Iveco Ethiopian staff who took care at customers needs.

One of the attraction was a local dance exhibition around the vehicles showed, made for the guests welcome.

Furthermore to accompany the fair atmosphere, was arranged a graphic competition what saw same young artists drawing over the vehicles exposed. The theme of the expressions was: road security.

Noteworthy was the organization, what the day displayed to welcome and satisfy completely the customer needs.

Iveco in Ethiopia

Iveco operates in 71 countries in Africa and the Middle East, with 43 dealers and over 150 service points. The representative offices are present in Egypt, Morocco, Algeria, Tunisia, Libya, U.A.E., Ethiopia, South Africa and Congo.

It is therefore an area of important commercial development for Iveco, where over 1500 light vehicles (3.,5-6 t GVW) and approximately 1200 medium duty vehicles (6-15.,99 GVW) and about 3,500 heavy vehicles (≥ 16 t GVW) are sold every year.

Iveco in Ethiopia, precisely in Addis Abeba, operates on the local market through AMCE, (Automotive Manufacturing Company of Ethiopia) a company that's owned for 70% by IVECO and the rest 30% by the Ministry of Industry of Ethiopian Government. The AMCE plant total area is about 132,000 sqm out of them 18,600 are sheltered.

The main activities of AMCE are:

- Assembling of commercial vehicles including buses of IVECO range
- Manufacturing of bus bodies
- Sale and trade of Iveco products manufactured by the Company or imported built-up
- Import and distribution of original IVECO spare parts
- Assuring a proper after sale service, according to IVECO standard

Ethiopian market: some details

The sales volume counts about more of one thousand vehicles. About business volume, in 2005, the biggest share is for heavy vehicles (591 units). During last year Iveco keeps a 15.2% market share and scored a sales increase of 400 units, that represents 60% of market share in the heavy range .

The Iveco range

As a "full range" manufacturer, Iveco produces vehicles from 3 tonnes GVW up to the maximum permitted on the various markets.

The Daily range launched in 2002 and marketed with the HPI logo was available with two power outputs: 96 Hp (70 kW) and 116 Hp (85 kW). Today the power outputs offered by the HPT versions of the 2.3 litre engine have been extended to 136 Hp (100 kW) with a peak torque of 320 Nm. The 2.3 HPT engine is destined for different applications, on L and S class vans with single rear wheels, or stripped chassis with twinned wheels for camper outfits. On these vehicles, this engine improves performance without penalising the kerb weight, something that is extremely important on the missions it is designed for. The 3.0 litre engine presented in the Autumn of 2004, was designed for intensive use and high loads. There are several versions: 3.0 HPI delivering 136 Hp, 3.0 HPI Euro4 delivering 136 Hp and 3.0 HPT delivering 166 Hp. Since 2004, all the 2.3 litre HPI engines are fitted with the Agile automatic transmission, which is now available both with the 3.0 HPI and HPT engines and with the new 2.3 HPT. The Daily S17 HPT van is a new model, equipped with

a 166 Hp 3.0 HPT engine, for rapid courier services, a field in which the average commercial speed is very important.

These are followed by the medium-duty Eurocargos, 16 basic models with 6 and 19 t GVW, and seven 4 and 6-cylinder Tector engines, 5, 6 and 9-speed gearboxes, and an Allison MD 3060P automatic transmission.

Positioned between the light and the heavy on-road families, the Eurocargo family basically addresses the delivery and short haul transport sectors. The wide range, which translates into an extremely diversified choice of volumes and payloads, is certainly one of the reasons for its success. The other trump cards are easy outfitting, low running costs, product quality and driving comfort.

The Eurocargo range, leader of the medium duty transport market in Europe (from 6.5 to 19 tonnes), was expanded in the last year by the addition of 3 new models in the upper GVW bracket and in the 4x4 range.

The EUROCARGO 140E and 160E, EUROCARGO 190EL (destined specifically for the markets of France and Benelux). The EUROCARGO 4x4 equipped with a new short cab (in the following versions: 10 ton 100E with a 180 or 210 Hp Tector engine, 14 ton 140E with a 180 or 240 Hp Tector engine), comes with a further three alternative cabs: long with 1 or 2 bunks with a standard or medium roof, and 4-door crew cab with 6/7 seats.

The Eurocargo for non-EU countries

The Iveco medium duty range has also been revamped on the traditional Export markets. In 2005, the new specific Eurocargo range went on the market in African and Middle Eastern countries, led by the ML150E21H/24H model with a double reduction rear axle and a reinforced chassis, available with a short or long cab, and a 6 or 9 speed gearbox. The other 4x2 models, with a simple reduction rear axle are: the 90E18, 120E18 and 120E21, all with the same choice of cabs and gearboxes. The range is completed by the 4x4 versions: the models 100E21, and 140E18W / 24W, with a short cab and a 6-speed gearbox.

The pride of the Stralis heavy road range is the ES versions (the range-topping engines are the Cursor 13 delivering 480 Hp or 540 Hp); novelties regard safety devices such as the Electronic Stability Program (ESP) and the Lane Departure Warning System, which warns the driver when his attention lapses and there is a risk of going off the road.

The Stralis offers a choice of 4 cabs. In addition to the ES, there are also the AS, AT and AD cabs. The Active Space (AS) cab offers high standards of comfort and safety, both on the road and during rest periods, thanks to the flat floor, raised roof and the various modular outfitting proposals that reflect the vehicle's mission.

The AT and AD models have a narrower, multipurpose cab, which is available in a shorter AD version (Active Day) or a longer AT version (Active Time), with a standard or raised roof.

Where the engines are concerned, the range starts with the Cursor 8 (270, 310, 350 Hp), and continues through the Cursor 10 (400, 430 Hp), up to the Cursor 13 (480 and 540 Hp). Thanks to the VGT turbos, torque delivery is generous and constant, a guarantee of excellent driveability.

And finally, in 2004 the new Trakker construction site vehicles replaced the EuroTrakker range. The main changes regard the adoption of the AT/AD cabs and new cab suspension which has endowed this site vehicle with a level of comfort comparable to that of a Stralis road vehicle. The cabs and suspension systems have been modified to make them suitable for quarry and construction site applications.

The Trakker for non-EU countries

A special Trakker range, with simpler outfits, has been developed to respond better to customers' needs, which certainly vary considerably in this sector depending on the market. The mechanical components (front and rear axles, mechanical gearbox) were borrowed from the tried and tested Eurotrakker range, with the addition of a 380 or 420 Hp Cursor 13 engine with turbo and intercooler and a waste-gate valve. To simplify maintenance operations and repairs, the traditional electrical systems and dashboards were maintained.

This special range will make it possible to consolidate our position and look forward to future growth, repeating the success of the Eurotrakker range with the 8210 engine, which was launched on African and Middle Eastern markets, in parts of Russia beyond the Urals, and in Turkey.

Iveco

Iveco designs, manufactures, and sales a broad range of light, medium and heavy commercial vehicles, off-road trucks, city and intercity buses and coaches as well as special vehicles for applications such as fire fighting, off-road missions, civil defence and protection.

Iveco employs 32,000 people and runs 49 production units in 19 Countries in the world using excellent technologies developed in 15 research centres. Besides Europe, the company operates in China, India, Russia, Turkey, Australia, Argentina, Brazil, and South Africa. More than 4,500 service outlets in over 100 Countries guarantee technical support wherever in the world an Iveco vehicle is at work.

www.iveco.com

Turin, 23 May 2006

For more information: pressoffice@iveco.com