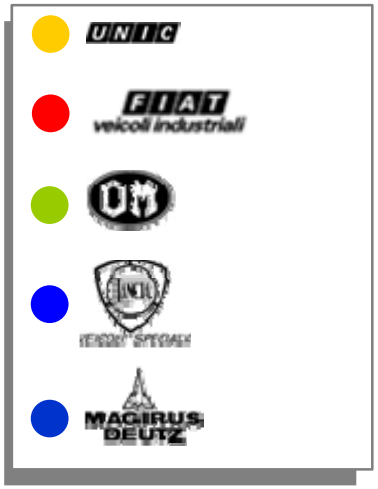

ENVIRONMENT
SAFETY
PRODUCTIVITY

Iveco History



1975

1986

1986

1991

1991

1999-2001

1991 NAVECO China

1992 Iveco Truck Australia Ltd

1997 Iveco Fiat do Brazil

Filename

Iveco at a glance

KEY FIGURES 2005*

Unit Sales – Vehicles	172,500
Unit Sales – Engines	435,300
Employees	32,373
Plants	43
Plant Locations (Countries)	18
Dealers	841
Dealer Locations (Countries)	over 100
Sales & Services Points	over 4,500

* The Iveco 2005 consolidated financial statements include the Industrial and Marine activities of FPT – Fiat Powertrain Technologies.

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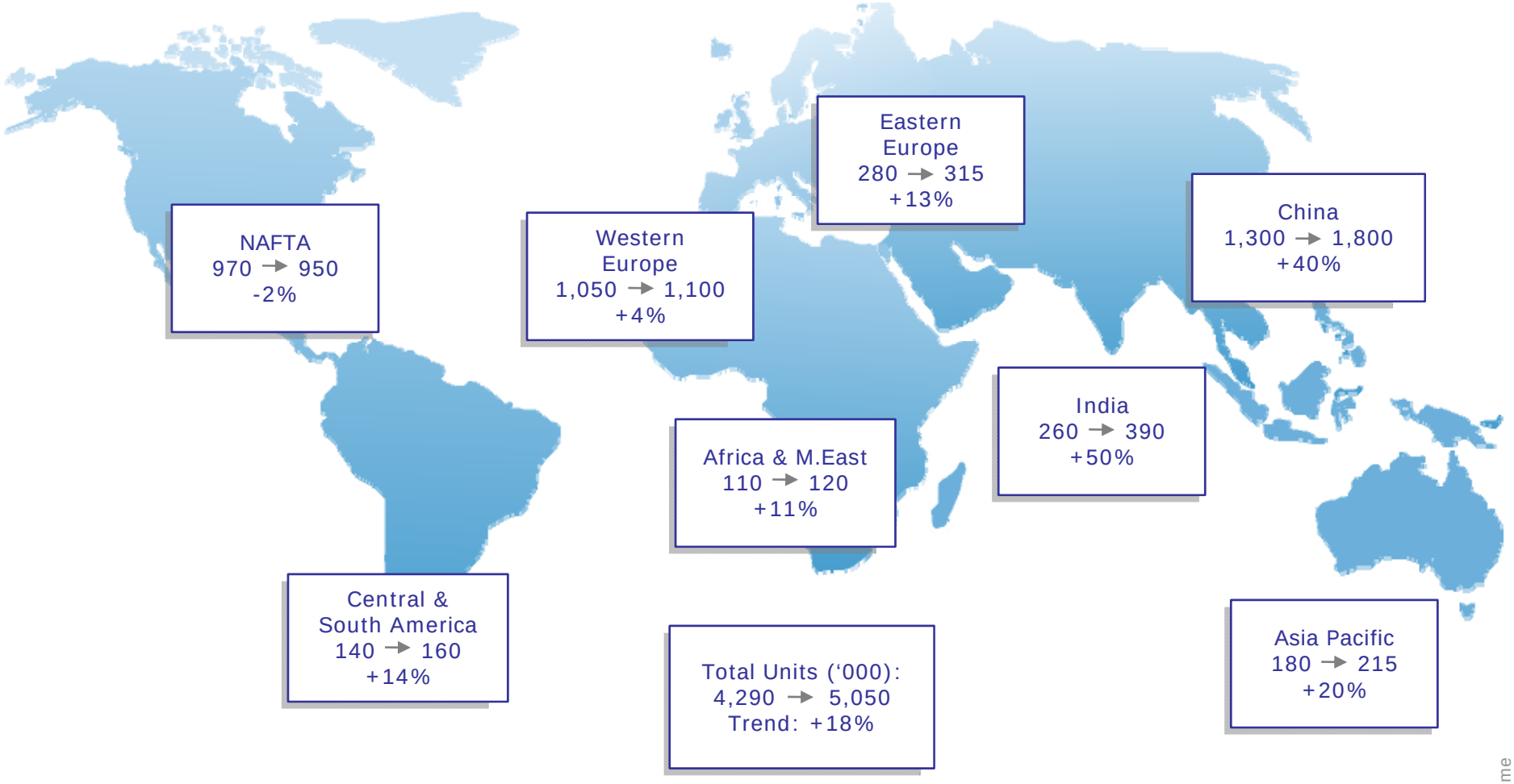
2004-2008 CV World Market ≥ 2.8 t Units '000



World Business Size = € 150 bn

Source: Global Insight

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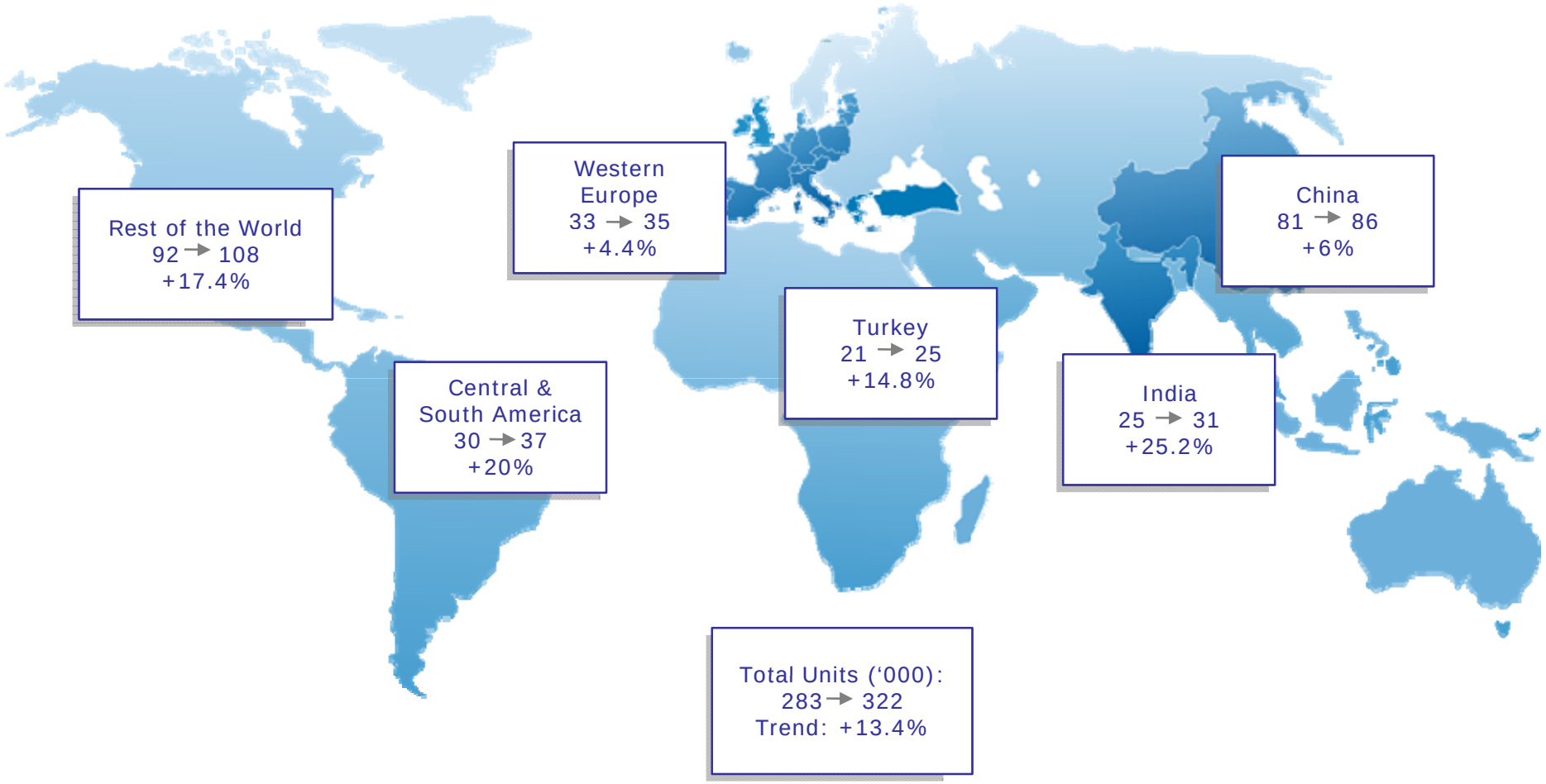
2004-2008 BUS & Coach World Market



World Business Size = € 43 bn

Sources: Irisbus (WE), Otoyol (Turkey), Global Insight (China, India, ROW), Doug Jack (ROW), Iveco estimate (Central & Southern America)

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Transport Trends

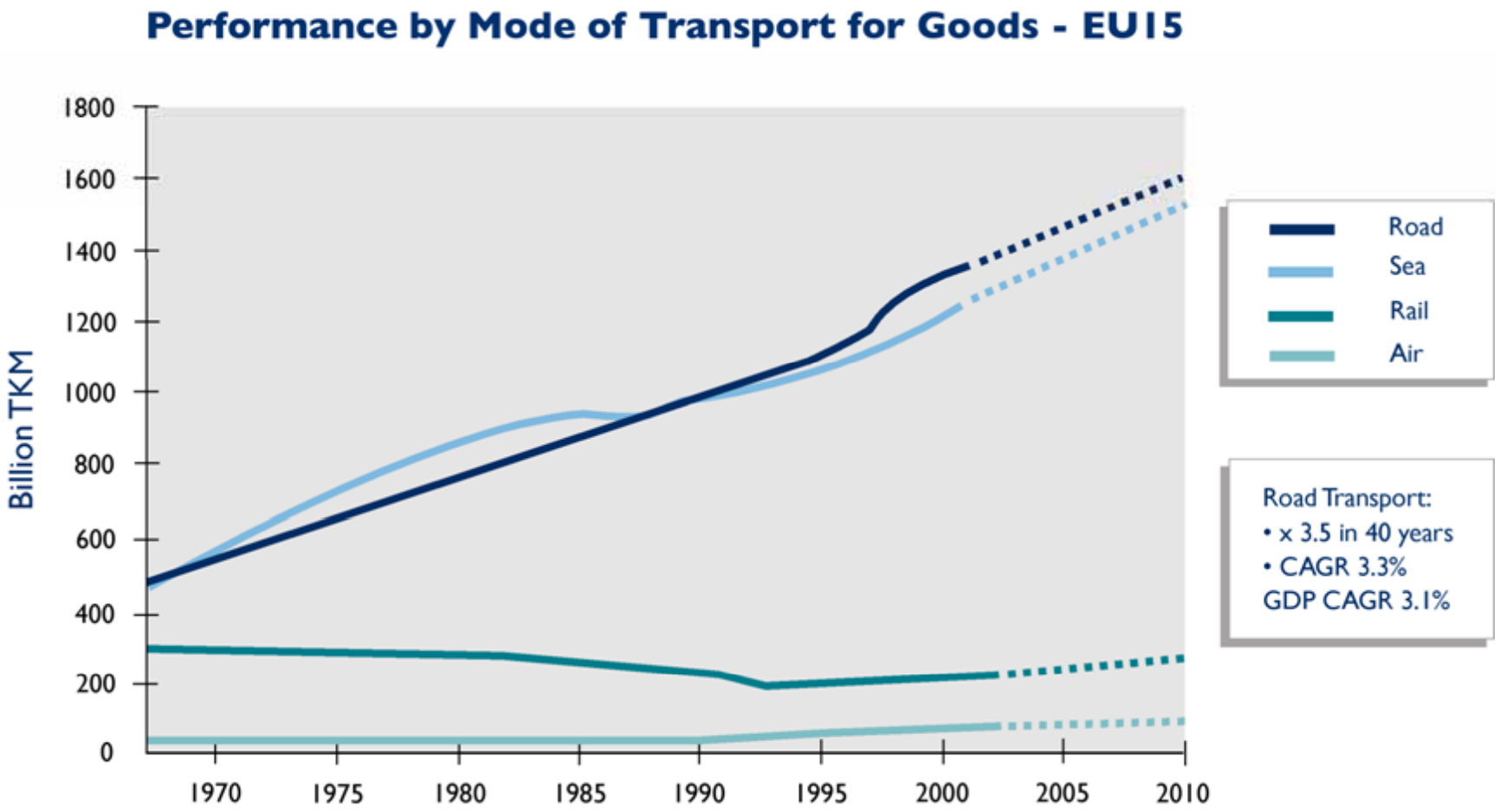
RETURN ON INVESTMENT

STRONGER COMPETITION

INCREASING REGULATIONS

Filename

Transport Trends



Source: Eurostat

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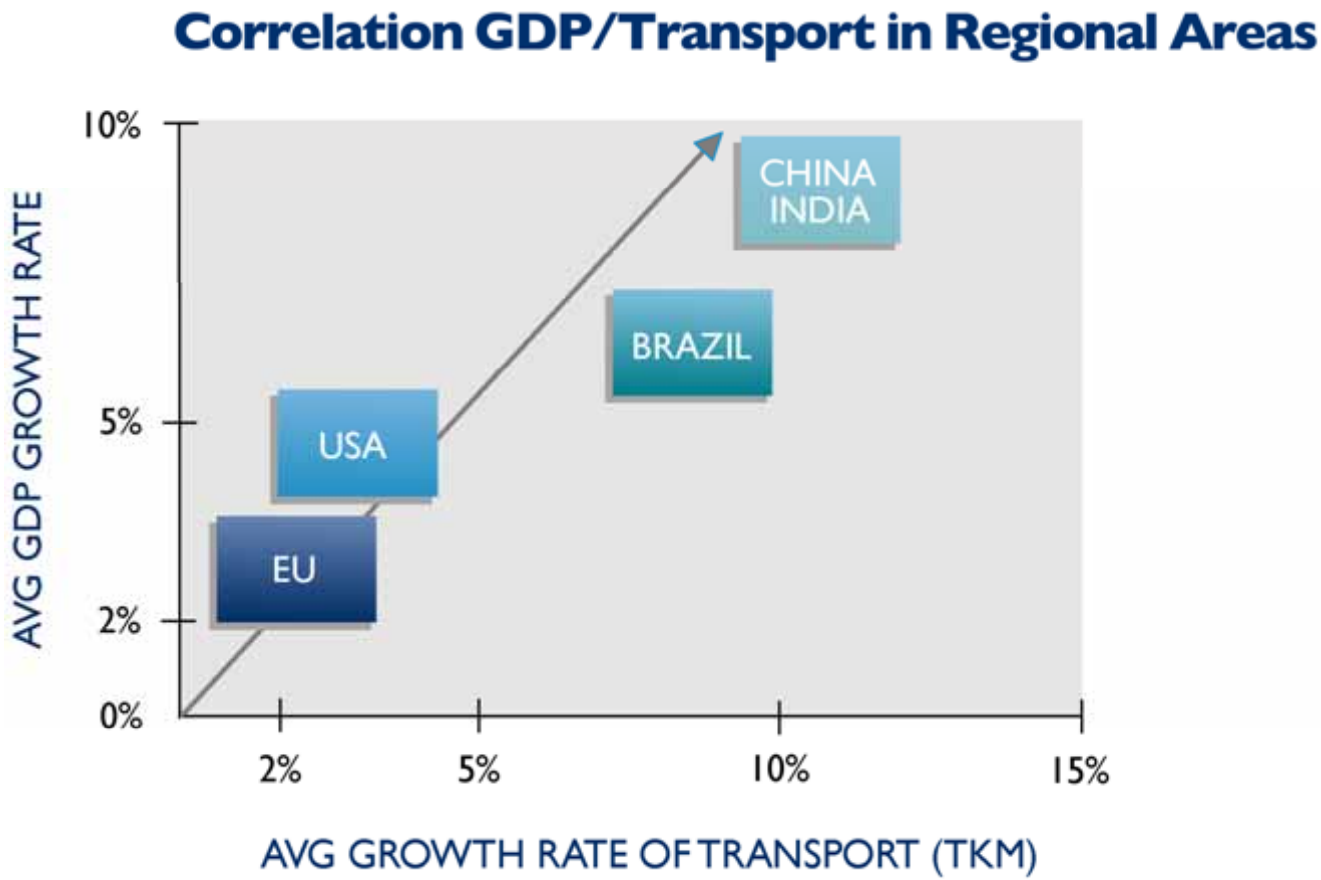
Transport Trends



Estimate CSST, Universitè de Paris

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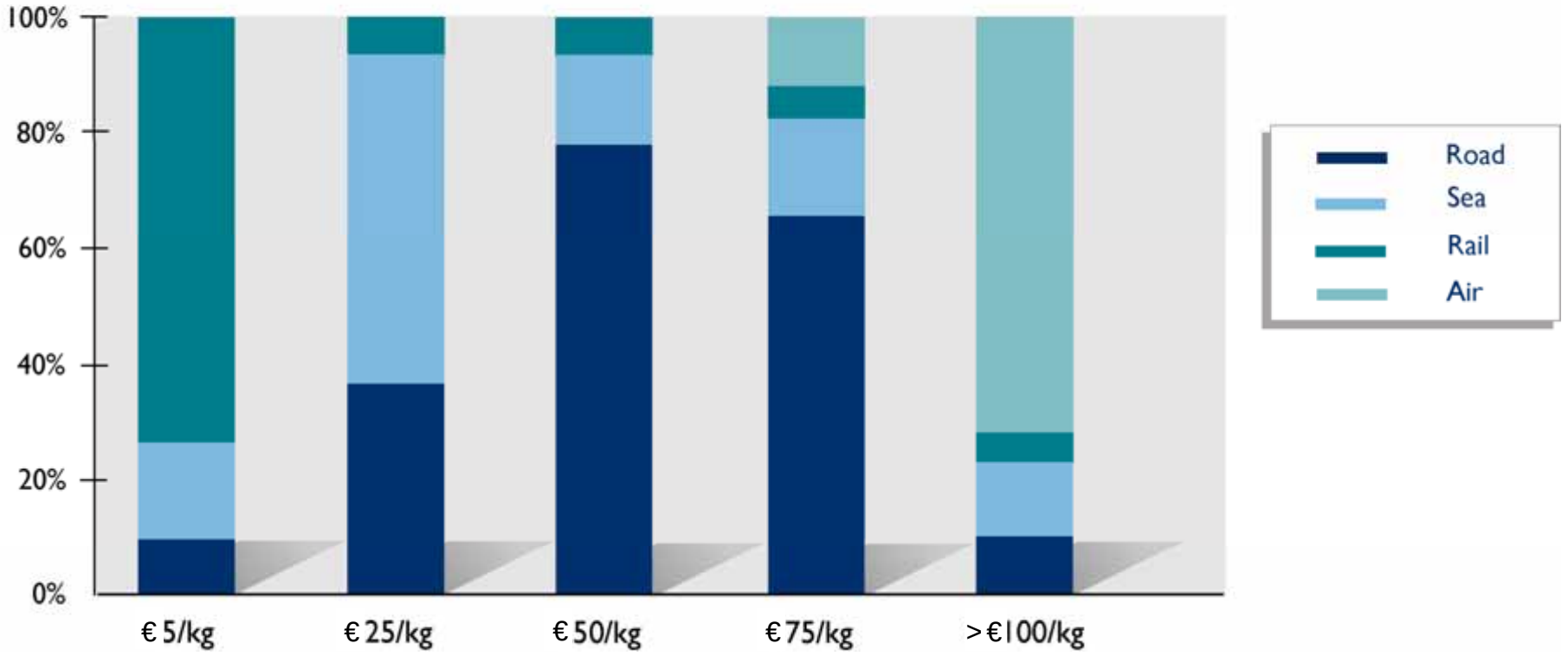
Transport Trends

Value of Goods and Market Share by Mode (%)



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Challenges in Transport and Logistics

- Expected growth at global level
- Environmental pressure
- Safety & Security
- Optimization of Logistic Networks
- Co-ordination of long haulage and last mile transport
- Intermodality



Iveco Response to Major Transport Trends

- Increasing demand for services
- Urban distribution and long haulage
- Productivity on the road
- Clean and safe vehicles
- Global offering
- Full product range

Iveco Global Full Range of products and services

Filename

Iveco Advanced Technologies & Systems

Environmental Care

- Euro 5 compliant engine product range
- Compressed Natural Gas Technologies
- Development of Hybrid vehicles
- Environment friendly product processes

Transport Safety

- Pre-crash system
- Haptical lane assistant
- Night/Fog vision
- Back-up aid
- Driver status monitoring
- Active anti-rollover system
- Independent suspension
- Blind spot monitoring
- Front Collision Warning

Productivity on the Road

- Excellent Product Quality
- Optimized Fuel Consumption
- Supply Chain management
- Database & Logistics management

Filename

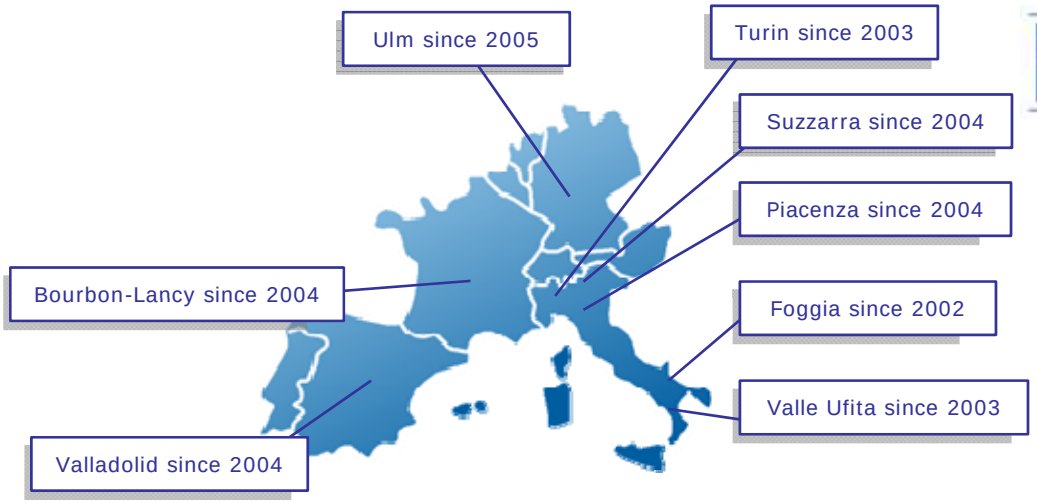
Environmental Care

Rationale of the Iveco Strategy

- Full commitment to environmentally friendly transport solutions based on:
  - Outstanding product technology
  - Innovative transport systems
  - Environmentally compliant production processes

THROUGH

- Emissions Reduction
- Energy Consumption
- Energy Use Diversification
- Recycling
- Training Programs
- Communication
- Iveco Plants ISO14001 certified for environmental compatibility



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Recycling: Ahead of the European regulation

Main EU requirements

("End of Life" Directive 2000/53/EC)

- 85% vehicle weight reusable and recoverable (95% from 2015 on)
- Component and material coding standards for reuse and recovery
- Materials and components free of heavy metals

Iveco actions

- Daily: 92% recyclable materials and components
- Committed to 95% recyclable medium/heavy CVs
- Participation to international dismantling initiatives
- Priority to ISO14001 certified suppliers and subcontractors

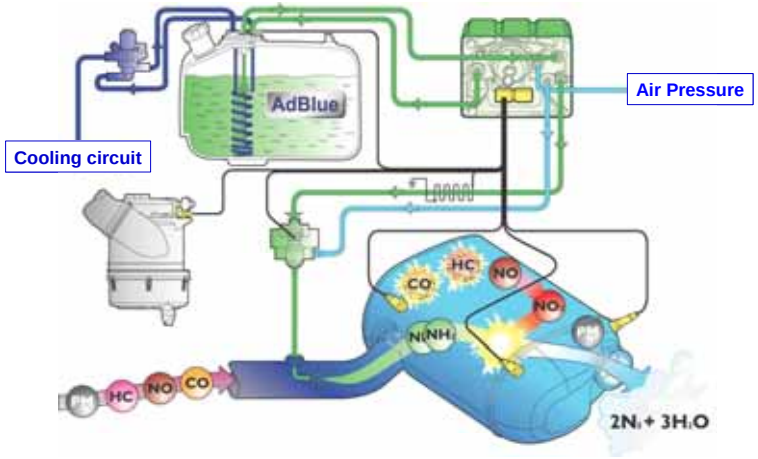
ISO International Organization for Standardization

Filename

Iveco Euro 4 and Euro 5 Diesel Engines

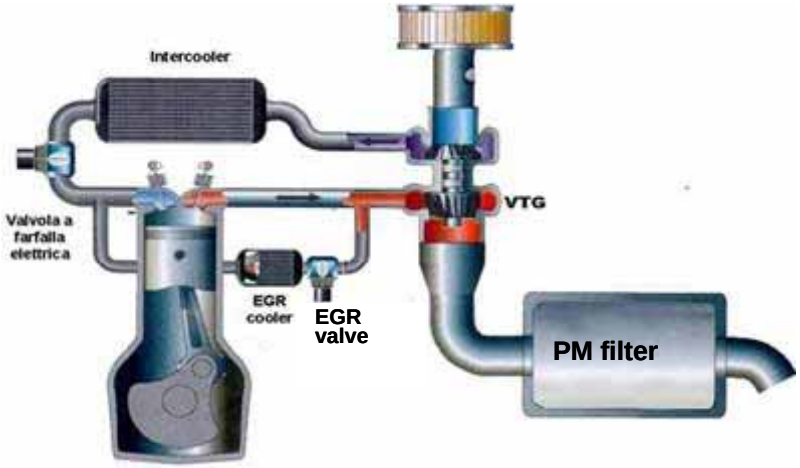
Selective Catalytic Reduction, SCR

- Euro 4 and Euro 5 compatible
- Combustion injection optimization
- High power capacity
- Improved fuel consumption by 4-6% compared to Euro 3
- Maintenance-free system
- No PM after-treatment required
- Available with PM Traps (SCRT)



Exhaust Gas Recirculation, EGR

- Euro 4
- High pressure multiple injections systems
- Combustion optimization
- Fuel consumption comparable to Euro 3
- PM reduction after-treatment: Oxydation Catalyst or PM Traps (CRT)



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Iveco Strategy for Safer Mobility of Goods

- Safer Vehicles: our major contribution to costumers and society values
- Our strategy aims at:
  - Avoiding accidents
  - Mitigating the consequences of accidents when inevitable

THROUGH

- Integrated Active & Passive Safety
- Vehicle/Infrastructure Co-operation
- Driver's Traning Programs

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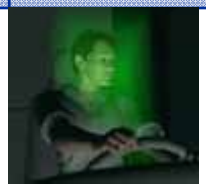
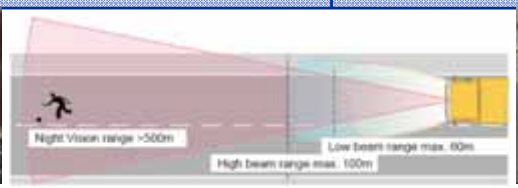
Iveco Strategy for Safer Mobility of Goods

Preventive - Active Safety

PRIORITIES	Longitudinal Safety	Lateral Safety		Stability		Vision Improvement	
SOLUTIONS	Collision Avoidance Systems	Active Lane Assistant	Blind Spot Monitoring	ESP	Roll-over Control	Back-up Aid	Night Vision
TECHNOLOGIES	Short/Long Range Radar Camera	Lane Vision System Electric Power Steering	Camera Short Range Radar Infrared Sensors	Multiple Technologies		Short Range Radar Camera Ultra-sonic Sensors	Near Infra-red Far Infra-red (thermic camera)



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Iveco Strategy for Safer Mobility of Goods

Passive Safety

PRIORITIES	Cab Strength	Advanced Air-Bag Technology	Mitigation of Collision Effects	First Aid Promptness
SOLUTIONS	Energy Absorbing Structure Survival Cell	Asymmetric/ Multi-Stage Front Airbag Side Bag for Roll-over Effects Mitigation	Electric Resettable Seat Belt Pretensioners	Emergency Call
TECHNOLOGIES	Multiple Technologies	Multiple Technologies	Multiple Technologies	Multiple Technologies

Productivity on the Road

Rationale of the Iveco Strategy

- Increase in productivity as well as safety, security and comfort
- Our strategy aims at:
  - Satisfying customers' needs
  - Providing value-added services
  - Setting up a modular offering

THROUGH

- "Customer first" approach
- Convergence of
  - wireless communications
  - location technologies
  - in-vehicle electronics
- Open Architecture
- Compatibility with portable devices/ technologies

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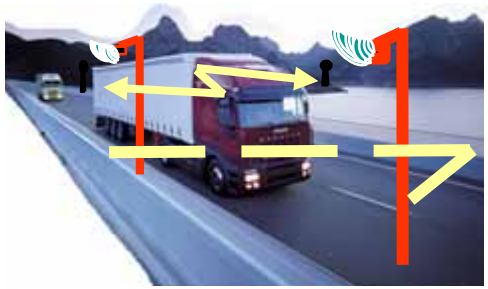
The Future: Co-operation Vehicle/Infrastructure

VEHICLE-TO-VEHICLE COMMUNICATION

- Reduction of fuel consumption by coupling with forward vehicle
- Safety speed adaptation and distance keeping based on forward vehicle
- Accident and slowdown messaging
- Vehicle platooning

VEHICLE-TO-INFRASTRUCTURE COMMUNICATION

- Suggested speed
- Black spots: dangerous curve, ice detection, etc.
- Virtual road sign messaging: no overtaking, pedestrian crossing, etc.
- Dynamic messaging: accidents, traffic congestion, diversion information, etc.



Control Centre

Vehicle traceability

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In Iveco, la logistica sostenibile vuol dire:

- ***Intermodalità***
  - *scelta e combinazione dei "tools" ottimali (camion, nave, treno)*

- ***Tempi di consegna rapidi***
  - *Supply Chain corta e snella*
  - *distribuzione door-to-door*
  - *flessibilità della capacità di trasporto*

- ***Utilizzo ottimale dell'infrastruttura***
  - *esempio: modello 24h*

Iveco e logistica sostenibile: il modello "24 ore"

- *Iveco è stata precursore di questo nuovo approccio alla logistica, avviando per prima una ricerca a livello internazionale (2001) scaricabile dal sito www.iveco.com/IT/logistica24h*
- *Nel modello "24 ore", la logistica sostenibile passa attraverso un utilizzo più efficace dell'infrastruttura esistente grazie ad una migliore gestione della risorsa "tempo".*
- ***Il "Trasporto su 24 ore" non consiste semplicemente nell'effettuare consegne in ore notturne, ma richiede di avviare un'"Economia delle 24 ore" che coinvolga l'intera Supply Chain, governi ed enti locali***

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Fattori critici per la logistica 24h

La sfida per le imprese

- ***Riprogettazione delle procedure di carico/scarico, ricevimento merci***
- ***Riorganizzazione degli orari di lavoro (imprese medio-grandi)***
- ***Predisposizione siti di consegna indipendenti dalla presenza fisica del destinatario (piccole e micro imprese)***
- ***Soluzioni cooperative in aree urbane (es. punti di consegna comuni per i piccoli esercizi commerciali)***
- ***E' necessaria una "massa critica" per instaurare il circolo virtuoso del modello 24h***

Fattori critici per la logistica 24h

La sfida per le Istituzioni

- ***Comunione di intenti tra legislatore, trasportatori, mittenti e destinatari***
- ***Quadro legislativo favorevole al modello 24h (es. BAM elettronica)***
- ***Politiche differenziate per trasporti interurbani ed urbani ("ultimo miglio"), per modalità, per tipo e per dimensione delle imprese***
- ***Armonizzazione della legislazione a livello nazionale e UE***
- ***Riprogrammazione dell'accessibilità urbana (es. "road sharing")***