

Press Release

European Leisure vehicle sales holding steady

Motor caravans lead the way in the European leisure vehicle market

Frankfurt, 24 August 2012

European leisure vehicle sales remained steady during the first half of 2012, with more than 95,000 new vehicles sold. However, owing to the economic crisis in Europe, leisure vehicle sales declined, in terms of percentage, relative to the first half of 2011. European leisure vehicle sales for the first six months of 2012 amounted to 49,818 motor caravans versus 49,886 in 2011, and 46,637 caravans versus 50,993 units in 2011. Thus motor caravan sales have held steady, while caravan sales are marginally down. The top performing national leisure vehicle markets during the first half of the year were Austria (up 11.9 percent), Switzerland (up 9.5 percent) and Germany (up 7.7 percent). Thus Germany is once again one of the most successful markets relative to the prior year. However, sales of new leisure vehicles plummeted in Portugal (down 34.5 percent), Italy (down 31.6 percent) and Spain (down 17.5 percent).

Germany was far and away the European leisure vehicle sales leader during the first half of the year, with 28,189 new vehicles sold, followed by France with 17,800 units sold. The UK came in third, with 16,266 new vehicles sold, although this represented a 7.9 percent decline compared to 2011.

The UK leisure vehicle market remains the largest in Europe, with 12,016 caravans sold during the first half of the year (up 11.3 percent). The Austrian caravan market exhibited the largest sales growth increase (8.2 percent). With 11,645 caravans sold Germany continues to be the second strongest caravan market, followed by France with 5,550 caravans and The Netherlands with 5,383.

European motor caravan sales (2,181 units) outpaced caravan sales for the first time in the first half of this year. Norway, whose sales in this sector were up 4.8 percent, was a major

factor in this regard, whereby the sales leaders were Germany with 16,544 motor caravans sold and France with 12,250.

ECF General Secretary Hans-Karl Sternberg commented as follows: "The results from the first six months reveal a tendency. The industry will be able to cope with slight decreases."

For further information about caravanning, please visit our web sites:

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About Caravaning Industrie Verband e. V.

Caravaning Industrie Verband (CIVD) is the trade association for the industrial arm of the German leisure vehicle sector. Our members include German and European leisure vehicle manufacturers, numerous leisure-vehicle supply vendors and service providers, as well as government institutions. Founded in 1962, CIVD represents the interests of the German leisure vehicle industry for all matters of concern to its members, through lobbying and other communication measures directed at German and European political institutions and government authorities. The CIVD is also the ideal sponsor for Caravan Salon, the world's largest vehicle leisure industry trade show. In this capacity CIVD plays a pivotal role in promoting the progress and development of the European leisure vehicle industry.