



FEDERCHIMICA

ASSOGASLIQUIDI

Associazione nazionale imprese gas di petrolio liquefatti



**GFV Session 25th
Rome, 13-14 March 2013**

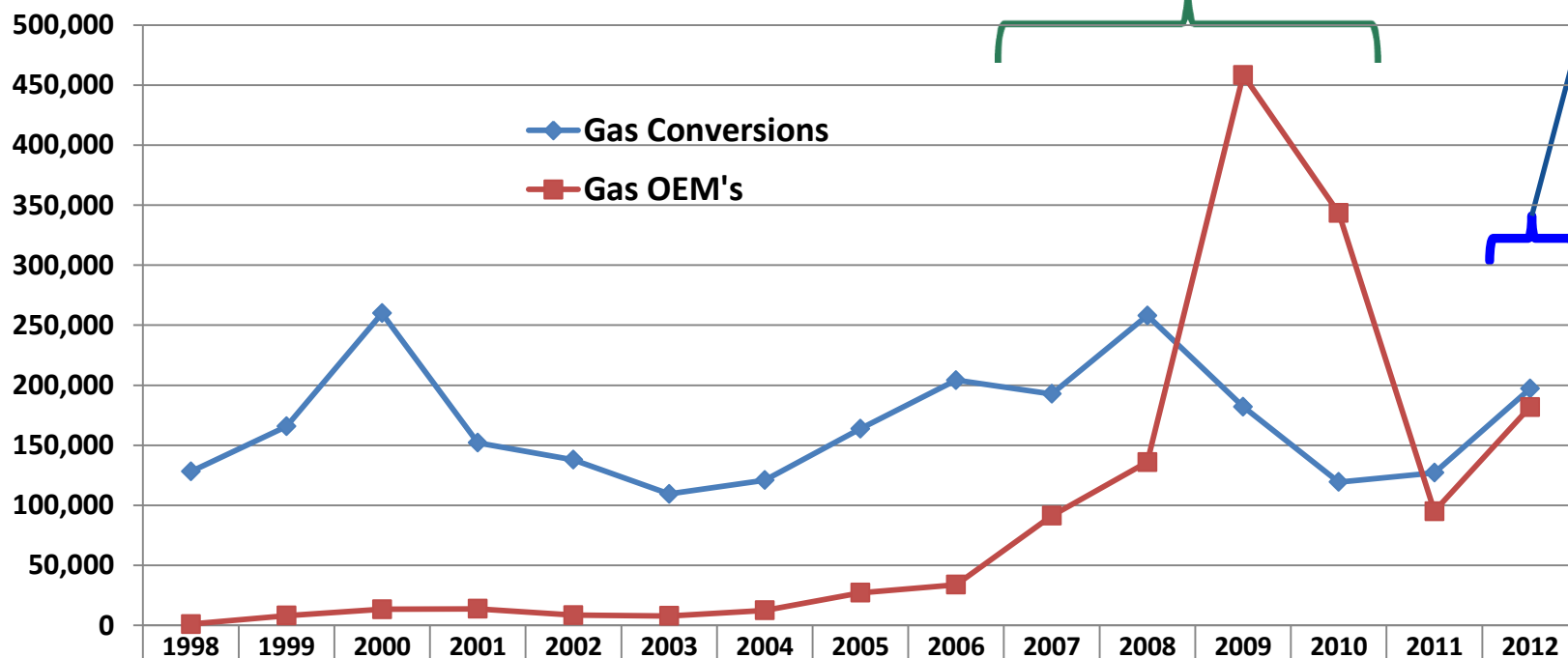
«LPG and CNG market in Italy»

**Salvatore Piccolo, Autogas Group Secretary
Assgasliquidi/Federchimica**

Italy - Gaseous fuels success story

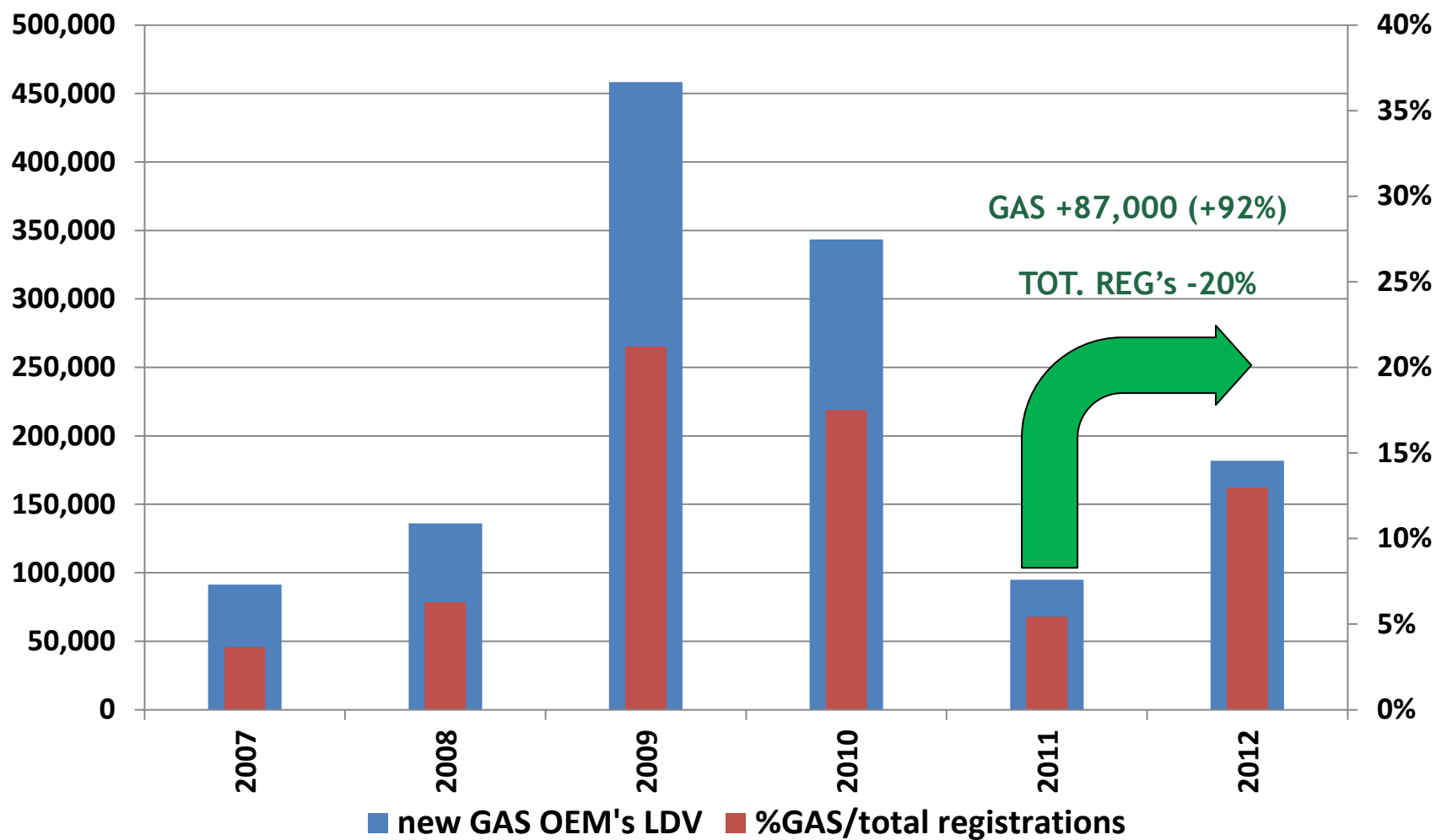
Financial incentives – OEM's start-up

Models' large offer and sharp economic recession



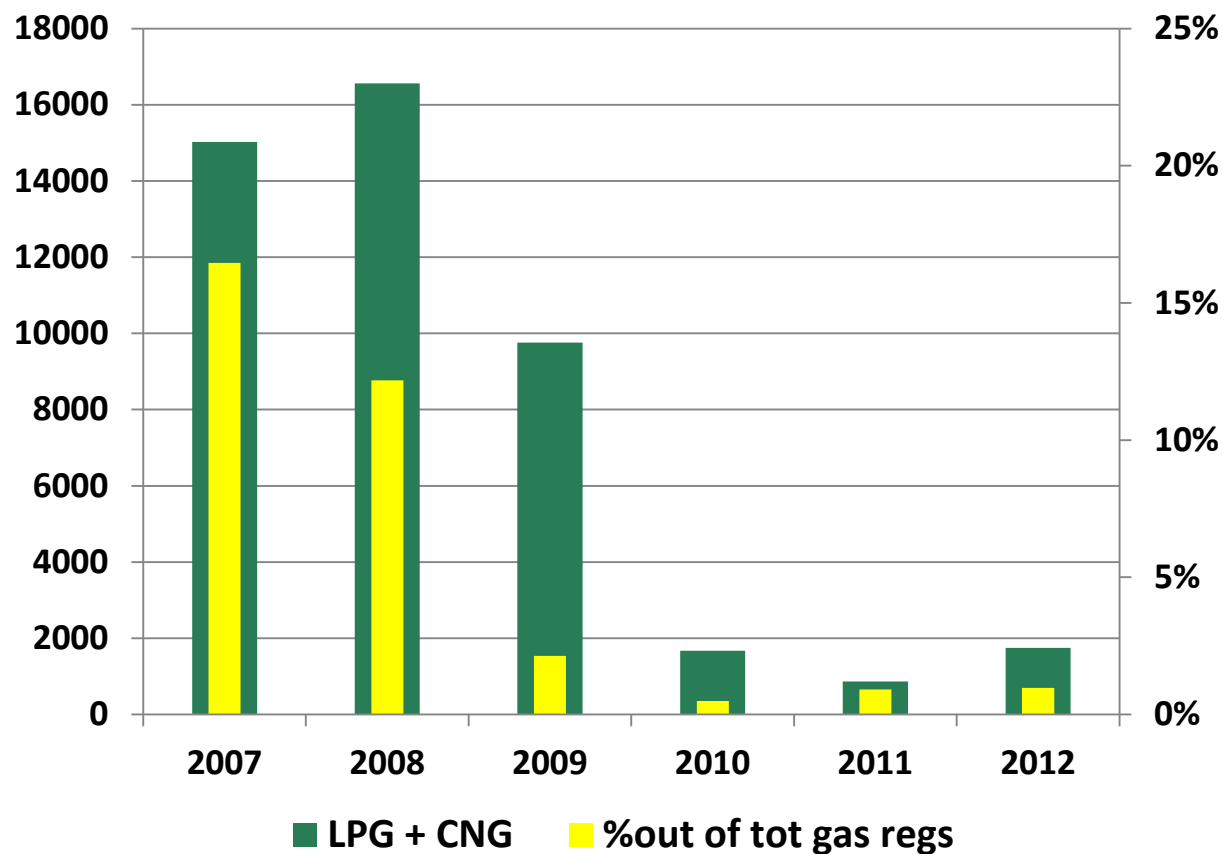
	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Gas Conversions	128,047	165,688	259,998	152,004	137,940	109,482	120,916	163,813	204,246	192,790	258,000	182,022	119,278	127,003	197,158
Gas OEM's	961	8,133	13,392	13,688	8,476	7,812	12,390	27,185	33,874	91,270	136,009	458,351	343,382	94,986	181,853

OEM's - A profitable commercial choice



Conversions after type-approval (petrol) and before registration

Figures and %out of total gas registrations

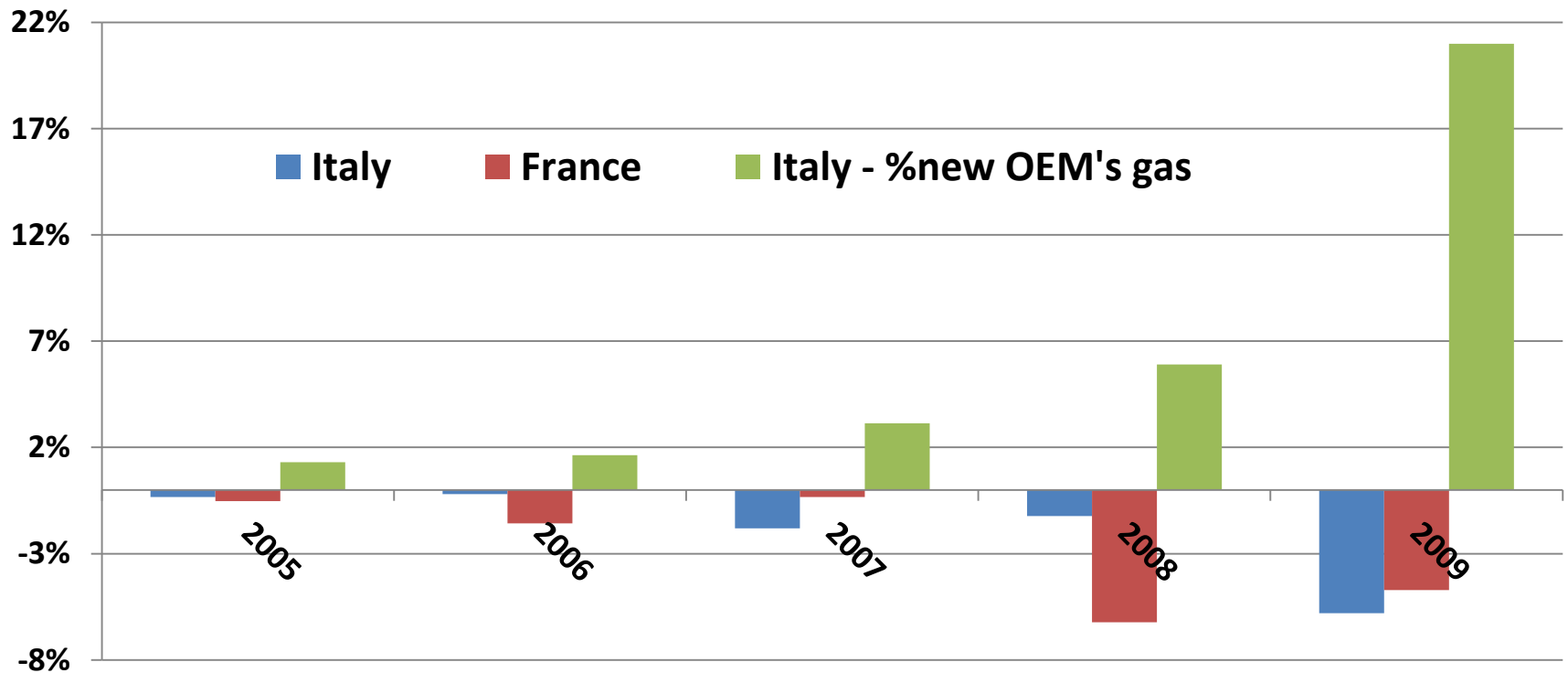


Notes:

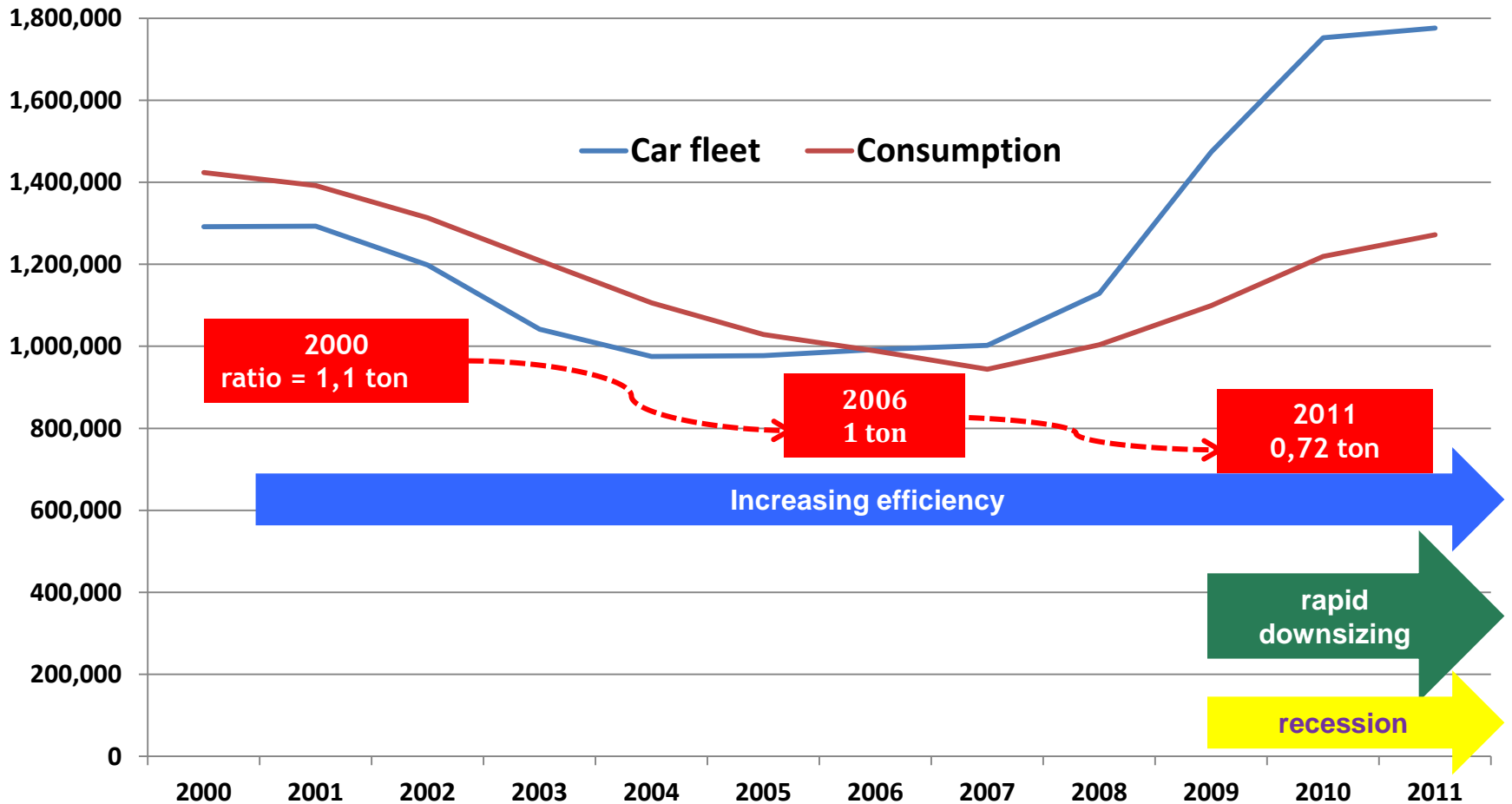
- ✓ Operation initially used by Car Makers to enter the market (authorization by Car Maker required by law)
- ✓ Declining phenomena – rapid switch to European type-approval

From a commercial choice to a strategic solution

*Average CO2 emissions from car fleet sold yearly (Reg. EC 443/2009)
Trends by country*



Car fleet and consumption



Law s.c. «Growth» n. 134/2012

Incentives for «*low overall emissions*» vehicles

LPG, CNG, biofuels, electric and hybrid CO₂<120gr/km

g/km CO ₂	RANGE 1	RANGE 2		RANGE 3	
	MAX	MIN	MAX	MIN	MAX
	50	51	95	96	120
FUNDS (*)	at least 5 mln €/year	Max 10 mln €/year		25 mln €/ year	
REQUIREMENTS	scrapping of old vehicle (at least 10 yrs) - if purchasaed by private (max 30% of the fund), no scrapping required	scrapping of old vehicle (at least 10 yrs) - if purchasaed by private (max 30% of the fund), no scrapping required		scrapping of old vehicle (at least 10 yrs)	
INCENTIVES SHARING	50% from public fund, 50% as discount from dealer				
2013	20% retail price wout tax	20% retail price wout tax		20% retail price wout tax	
	max 5.000 €	max 4.000 €		max 2.000 €	
2014	20% retail price wout tax	20% retail price wout tax		20% retail price wout tax	
	max 5.000 €	max 4.000 €		max 2.000 €	
2015	15% retail price wout tax	15% retail price wout tax		15% retail price wout tax	
	max 3.500 €	max 3.000 €		max 1.800 €	
BENEFICIARIES	at least 70% of funds for professional and company vehicles			100% of funds for professional and company vehicles	
(*) NOTE	2014 (35mln total) e 2015 (45mln total) possible revision of funds sharing per vehicle ranges based on previous year monitoring results				

Thanks!