

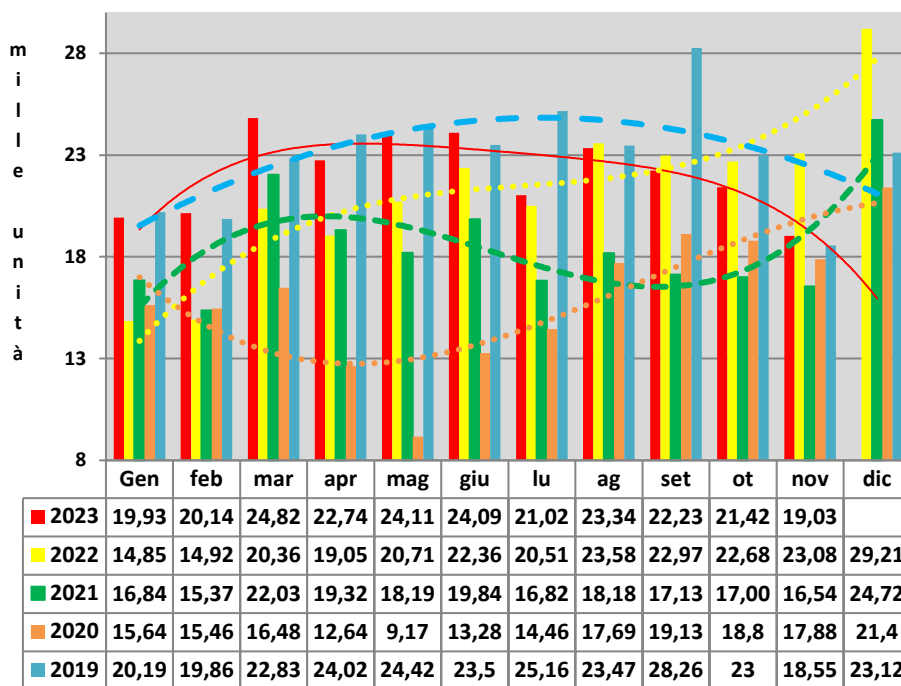


North America heavy truck market - November 2023

Torino, December 16, 2023

Sales of Class 8 trucks in North America fell for the fourth consecutive month in November (-17.5%).

Class 8 trucks market in N.A. by month
(Wards Intelligence data)

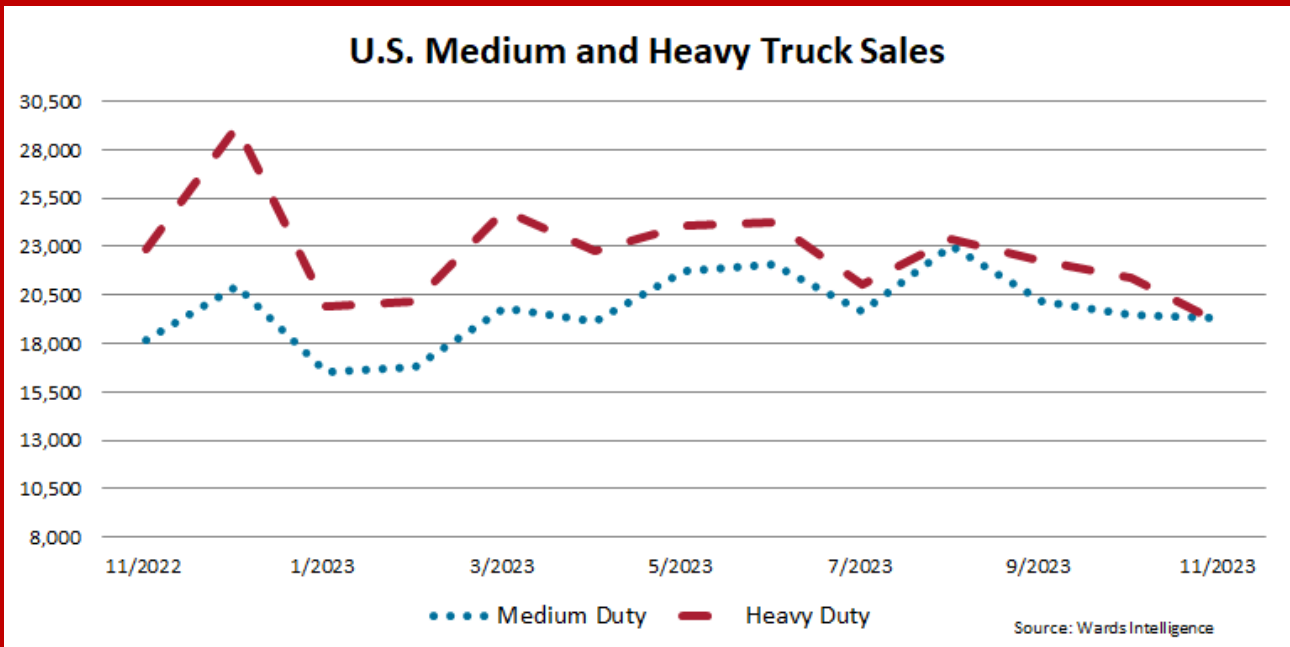
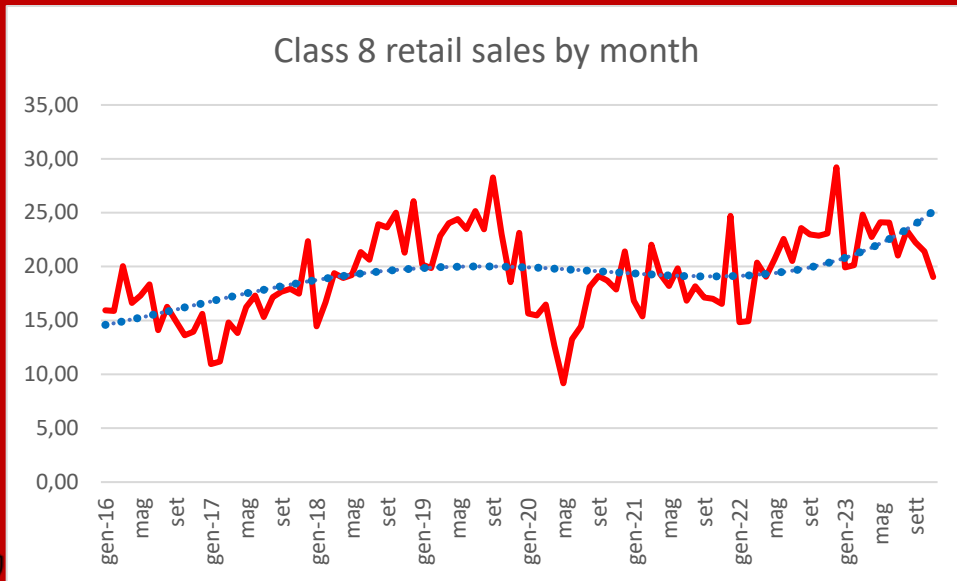


Sales of Class 8 vehicles in North America fell from the same period a year ago for the fourth consecutive month. Sales fell 17.5% to 19,027 units from 23,075 in 2022.

In apparent contrast to sales, Class 8 truck orders rose 32% in November to 36,750 units, FTR reported in preliminary data, but the gain was just 2% on a year-over-year basis. Construction slots continue to be filled "at a healthy pace," according to industry forecasts, reflecting "a market that is

historically still performing at a high level."

"We also observed a more cohesive market for OEMs compared to October, with the majority reporting increased orders," summarized FTR President Eric Starks. "Despite prolonged weakness in the overall freight market, fleets continue to be willing to order new equipment. Order levels have been above historical averages but continue to follow seasonal trends, stabilizing our expectations for replacement demand in 2024."



Cumulative 2023 Class 8 truck sales in November increased 8% from last year, to 243,253 sales.

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