

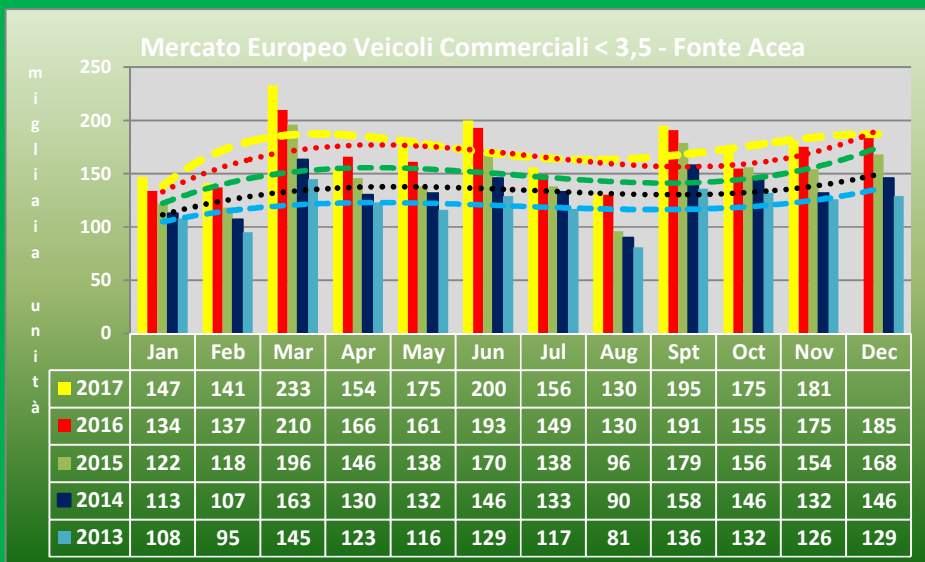


## Press Release

Torino, 22 dicembre 2017

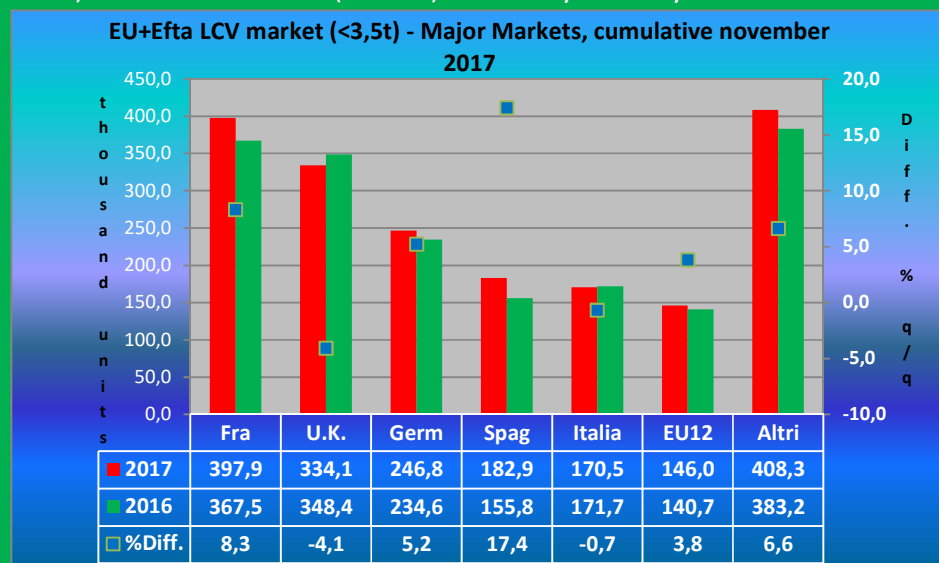
### EU+Efta Commercial Vehicles and Trucks markets in November 2017

The upward trend of the commercial vehicle market (<3.5) remained weak but positive: in November the increase was limited to a + 3.2%, with 180.549 units registered. In the first eleven month cumulative EU + Efta rises by 4.7% to 1,886,491 units.

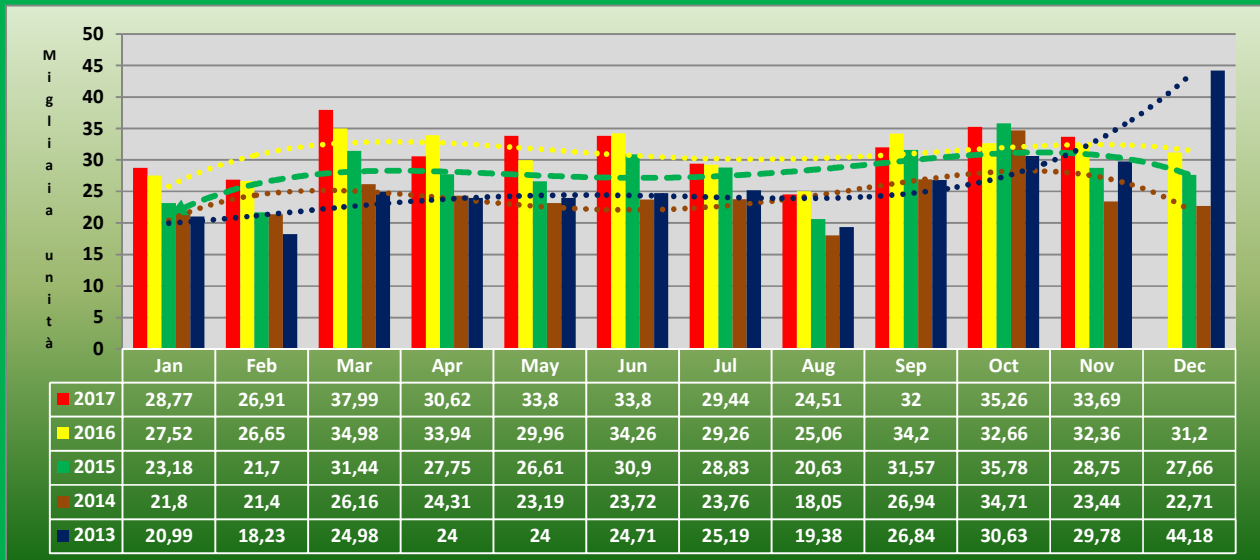


Among the major markets to be highlighted the positive result of Spain, with + 18.4%, followed by France (+ 8.5%), Germany (+ 6.2%) and the EU12 with + 3.9%. 2% increase in the EFTA area. The Italian market declines by 9.4% and the British market by 11.1%.

distance from France (+ 8.3%) and the Efta area (+ 6.2%). Germany rises by 5.2% and the EU12 by 3.8%. Italy, which had already zeroed all the gains of the first eight months in September, lost 0.7% and Great Britain lost 4.1%. In the ranking of the major markets, however, Britain remains abundantly ahead of Germany and Spain remains above Italy.

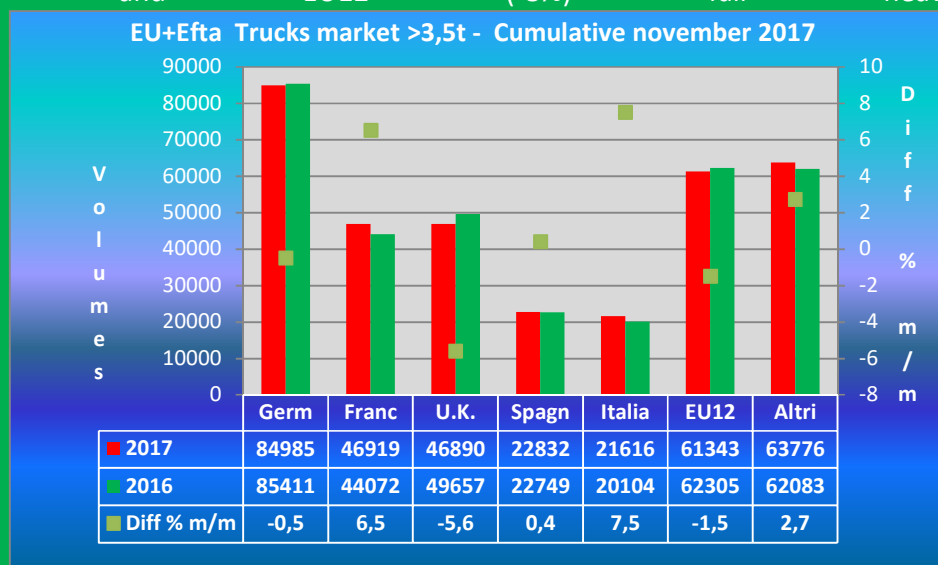


The positive increase in demand for trucks was canceled (> 3.5), with a contraction in November of 0.1%. Cumulatively in the first eleven months the market remained substantially the same as last year (+ 0.6%), with 348,361 units registered.



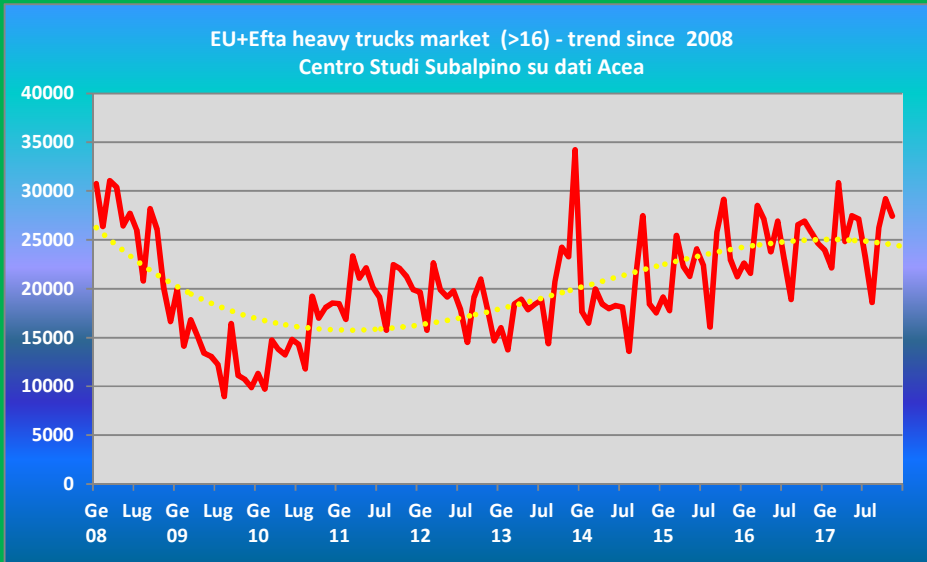
If the loss for the month remained low, that is due to the brilliant results of France (+ 13%) and Germany (+ 6.3%) and Efta area (+ 12.3%). Minimum increase in Spain (+ 0.6%). Great Britain (-14%), Italy (-13.5%) and EU12 (-8%) fall heavily.

Cumulatively in the first eleven months the ranking of the best results shows the Efta area in the foreground with a gain in the period of 10.1%, followed by Italy with + 7.5%, and France with a + 6.5%. Spain rises by 0.4%. Germany falls by 0.5%, EU12 by 1.5% [mainly due to Romania (-20.2%) and the Czech Republic (-10.9%)]



Positive performances of a certain number of northern European countries. **Cumulativamente nei primi undici mesi** la classifica dei migliori risultati mostra l'area Efta in primo piano con un guadagno nel periodo del 10,1%, seguita dall'Italia con +7,5%, e dalla Francia con un +6,5%. La Spagna sale dello 0,4%. la Germania scende dello 0,5%, la UE12 dell'1,5% [soprattutto a causa della Romania (-20,2%) e della Repubblica Ceca (-10,9%)] e il Regno Unito del 5,6%. Positive the performances of a certain number of north European countries.

At the same time, the rate of demand for trucks in the heavy sector (> 16t) continued to fall: in November only + 2.5%.



Germany (+ 16.2%) and France (+ 14.3%) return significantly positive in November, and the Efta area earns 16.4%. The EU12 loses 10.5% and Britain 9.5%. Italy loses 4.1% and Spain 1%. Cumulatively in the first eleven months the EU+ Efta market gains 1.3% on the same period last year, with 281,715 units registered.

The best result remains that of Italy, which grew

in the period of 11.4%. Among the major markets, the Efta area is up with + 11.5% and France with + 6.8%. Spain remains substantially stable on last year's value (-0.2%). Germany turns in black with a + 1.4% and Britain scores a -6%. The UE12 loses 1.6%. Spain surpasses Italy in the ranking of major markets. Above average the results of most of the countries in the rest of Europe.

