

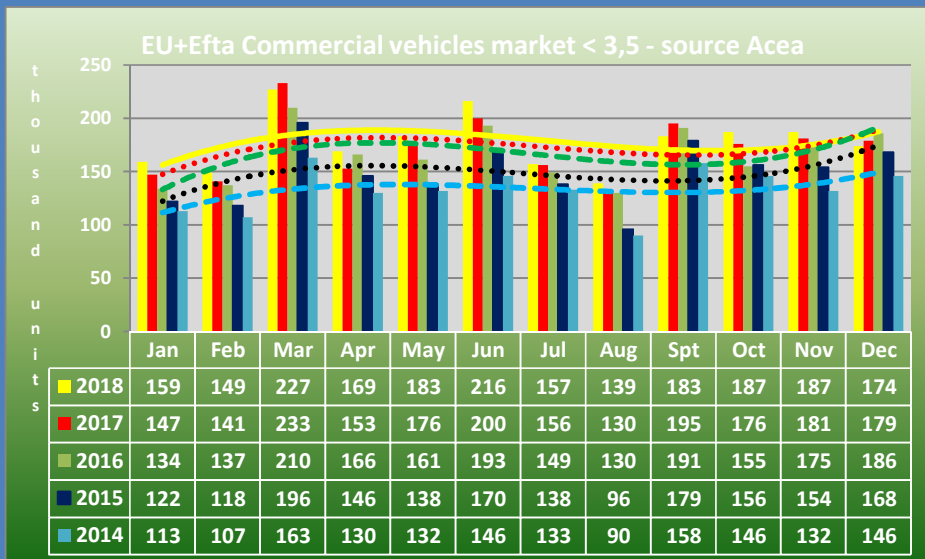


Press Release

Torino, January 25, 2019

European Commercial Vehicles and Trucks markets – December 2018

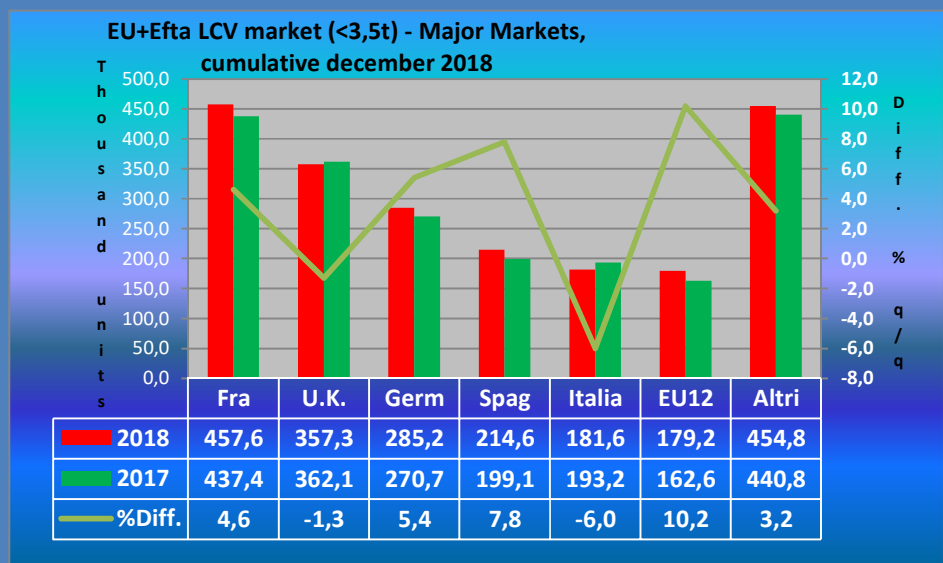
New decrease in December of registrations of commercial vehicles (<3.5) in the EU + Efta: -2.5% in the month. In the total of the year the market has in any case increased by 3.1% with 2,130,263 units registered.



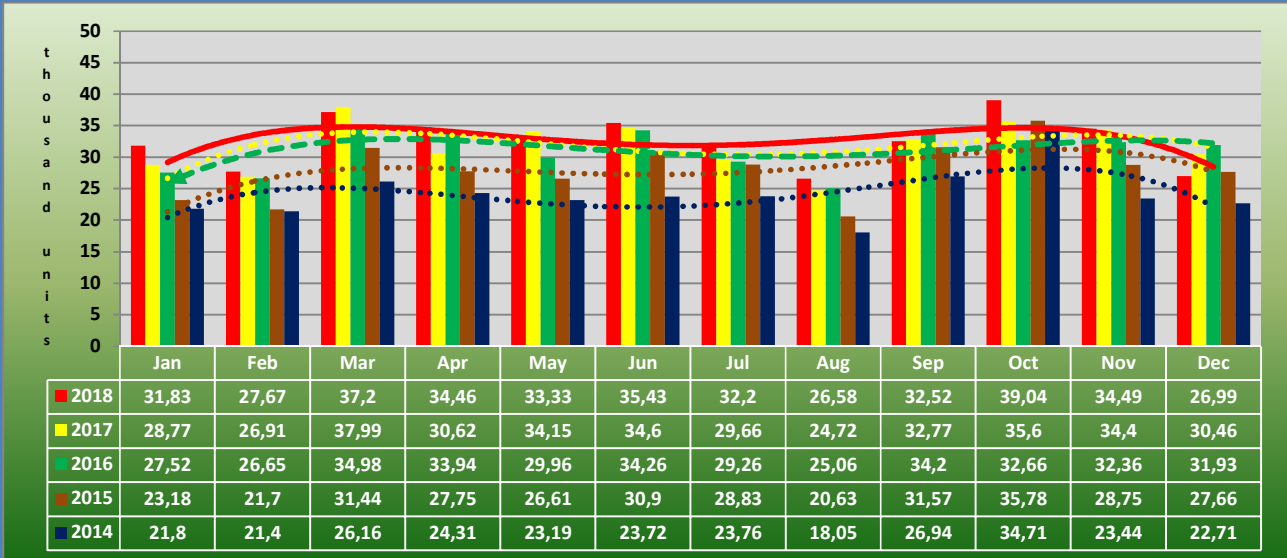
Among the major markets, registrations increased in the month only in Spain (+ 9.9%), in the EU12 (+ 5.8%) and in France (+ 2.9%). In the same period the Italian market lost 11.5%, Great Britain lost 8.8%, the EFTA area 5.1% and Germany 3.2%. In the total of the year the best relative result remains that of the EU12 (+ 10.2%) [especially thanks to Slovakia (+ 20.4%), Hungary rising by 14.0%, Lithuania

(+11,7%) and Poland (+ 12.8%)] followed by Spain, which grew by 7.8%. Germany follows with + 5.4%, France (+ 4.6%), and the Efta area with +2.6%. Italy loses 6% while Great Britain loses 1.3%.

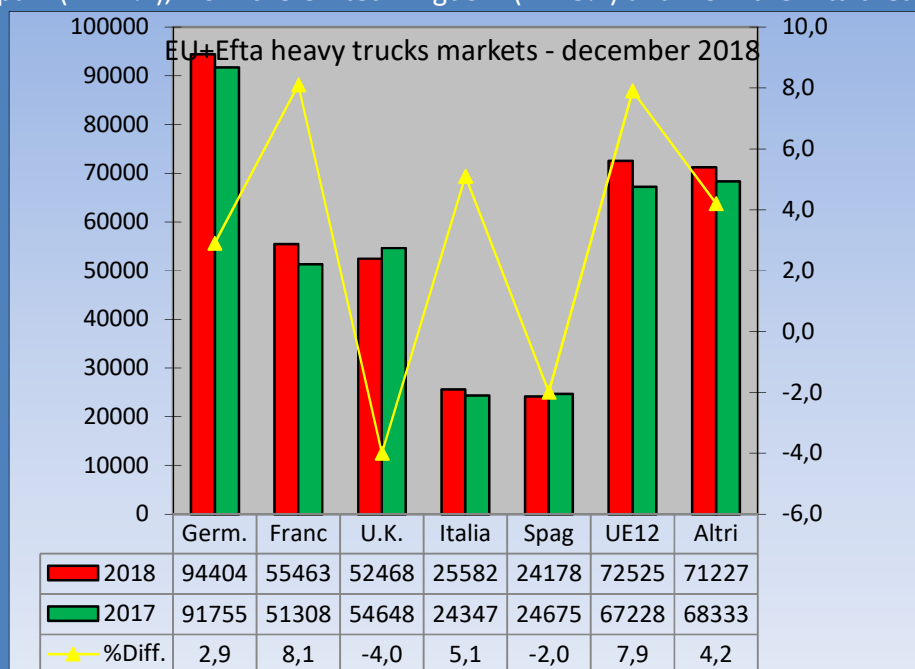
In the ranking among the major markets, Great Britain maintains the second position, ahead of Germany. Italy is only fifth, also preceded by Spain.



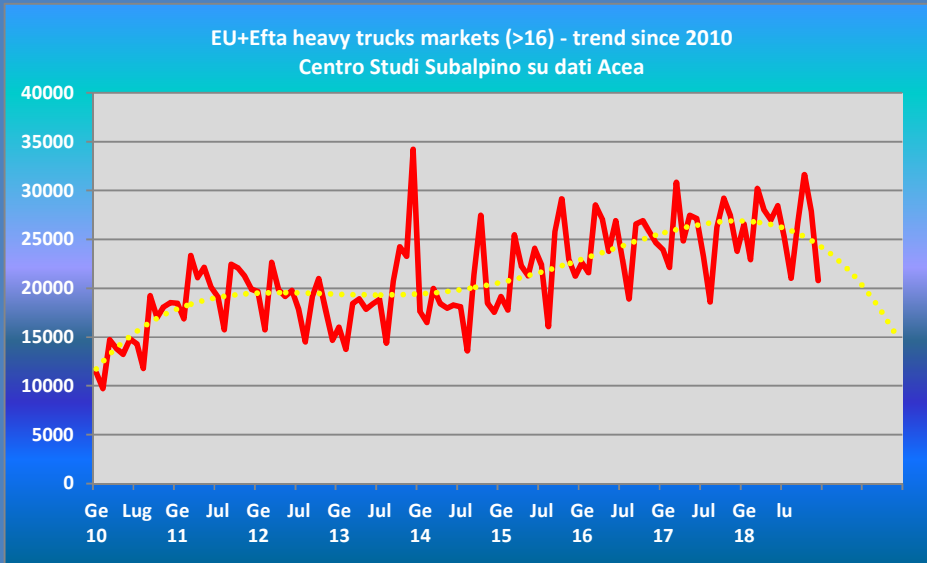
The demand for trucks (> 3.5) drops significantly during the month: in December -11.4%. In the total of the year, the European market (EU + Efta) remains 3.5% higher than 2017, with 395,847 units registered.



Among the major markets, only France (+ 1%) rose in the month. The EU12 lost 21.1%, followed by Italy which lost 18.1%, from Spain (-17.7%), from the United Kingdom (-11.5%) and from the Efta area (-3.9%). The total of the year underlines the results of the EU12, which recorded a + 7.9% [mainly thanks to Lithuania (+ 18.5%), Slovenia (+16.6%), Romania (+13.0 %) and Poland (+8%)], followed by France (+ 8.1%), the EFTA area (+ 5.9%), Italy (+ 5.1%), and Germany (+2.9%). Spain lost 2% and Britain 4.0%.



A similar heavy contraction took place also in the trend of demand for trucks in the heavy goods sector (> 16t): in December -12.7%. In total for the year 2018, the demand increased by 3.1%, with 314,427 units registered.



Among the major markets in the month the worst result was that of Spain (-24.3%) followed closely by the EU12 (-23.2%) and Italy (-22.8%). Germany drops by 12.2%, the United Kingdom by 5.4% and the Efta area by 4.7%. France rises by 1.5%. In the total of the year 2018 the best results were those of the EU12, with a + 6.9% [mainly thanks to Lithuania (+ 19.2%), Slovenia (+

16.4%), Romania (+ 14.3%) and Hungary (+ 8%)], of France, which grew by 9.1%, and Italy (+ 5%), followed by Germany (+ 3.1%) and by Efta area (+ 2.4%). Spain lost 4.2% and the United Kingdom lost 5.4%.

