

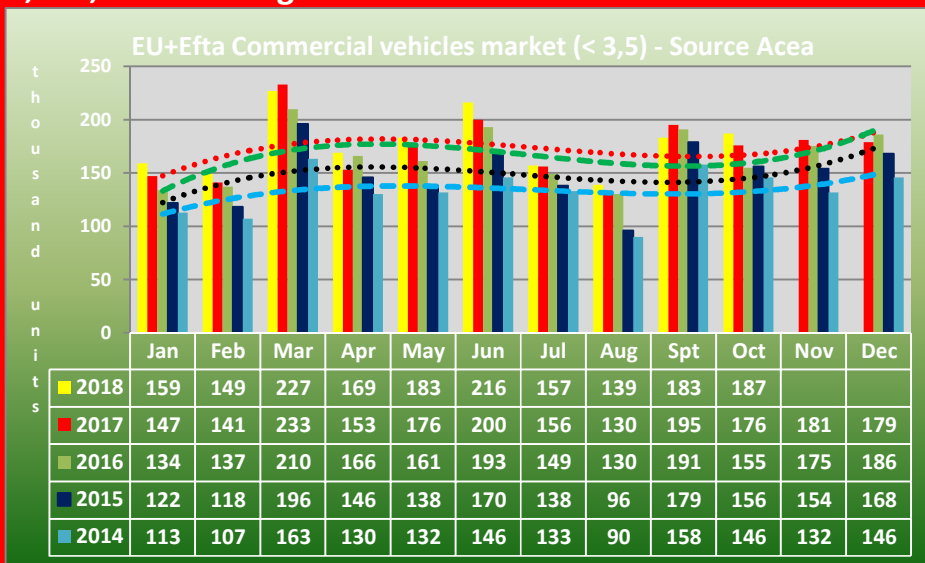


Press Release

Torino, November 24, 2018

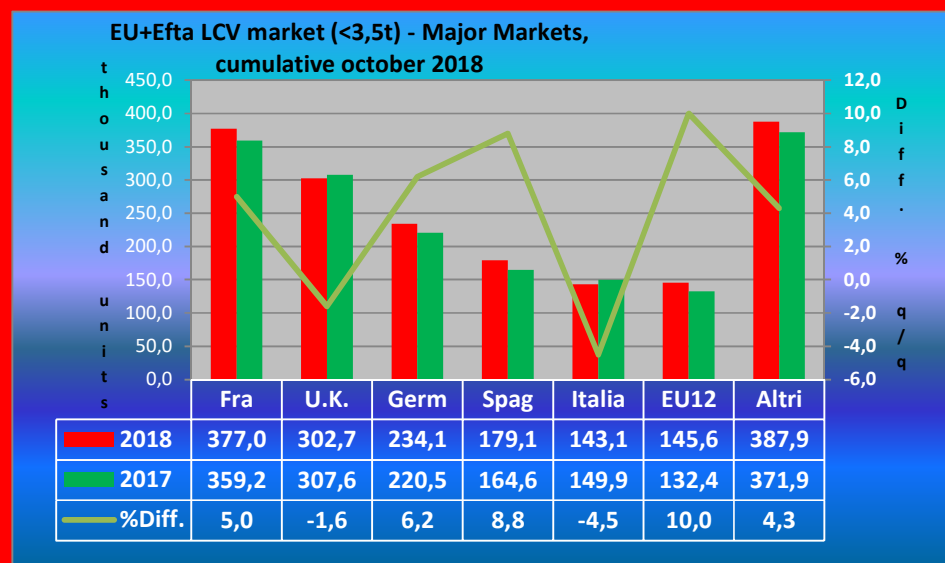
European Commercial Vehicles and Trucks Market - October 2018

Commercial vehicle registrations (<3.5) rise again in October in the EU + Efta: + 6.1% in the month. In the first ten months of the year the market increased by 3.7% with 1,769,465 units registered.

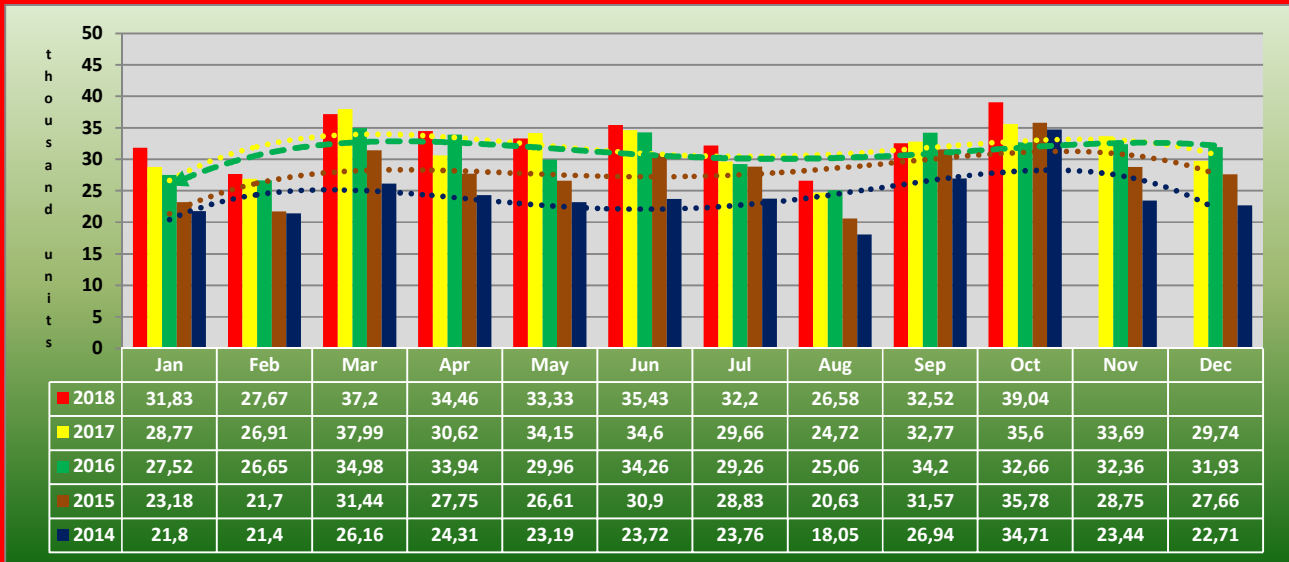


The recovery in the month is mainly due to increases in registrations in Germany (+15%) and in Great Britain (+14.1%), followed by the EU12 (+10.1%), from the EFTA area (+8%), from France (+6.7%) and Spain (+2.8%). Italy loses 16.6%. The cumulative results of the first ten months show a good increase of the EU12 (+10%) [mainly thanks to Slovakia (+17.2%), Hungary, up 15.1%, Latvia (+14.9%), Romania (+11.2%), and Poland (+11.6%)] followed by Spain, which grew by 8.8%. Germany follows with +6.2%, France (+5%), and the Efta area with +2.9%. Italy loses 4.5% while Great Britain loses 1.6%.

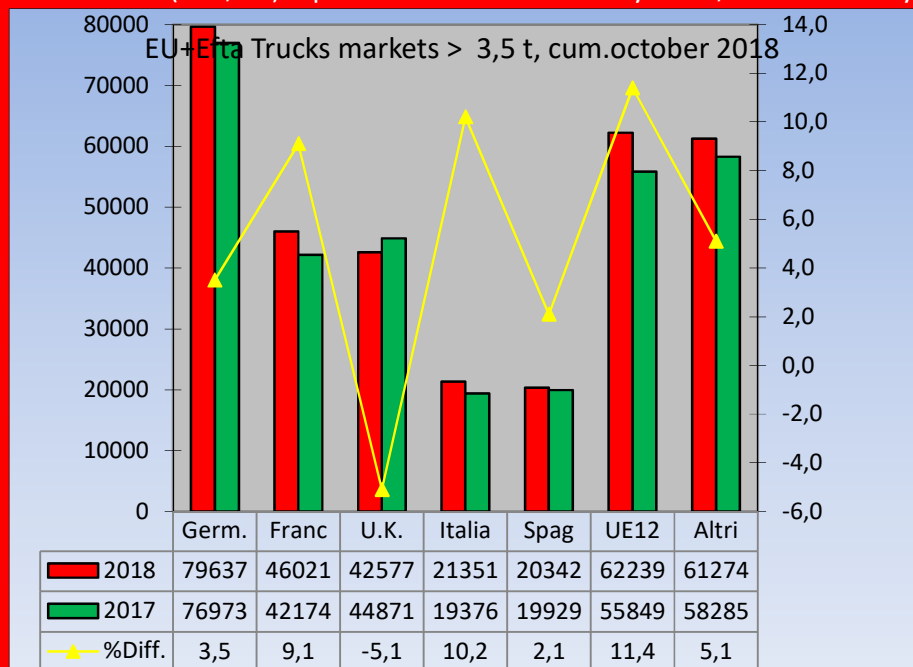
In the ranking of the major markets, Great Britain remains in second place, ahead of Germany. Also the EU 12 is ahead of Italy.



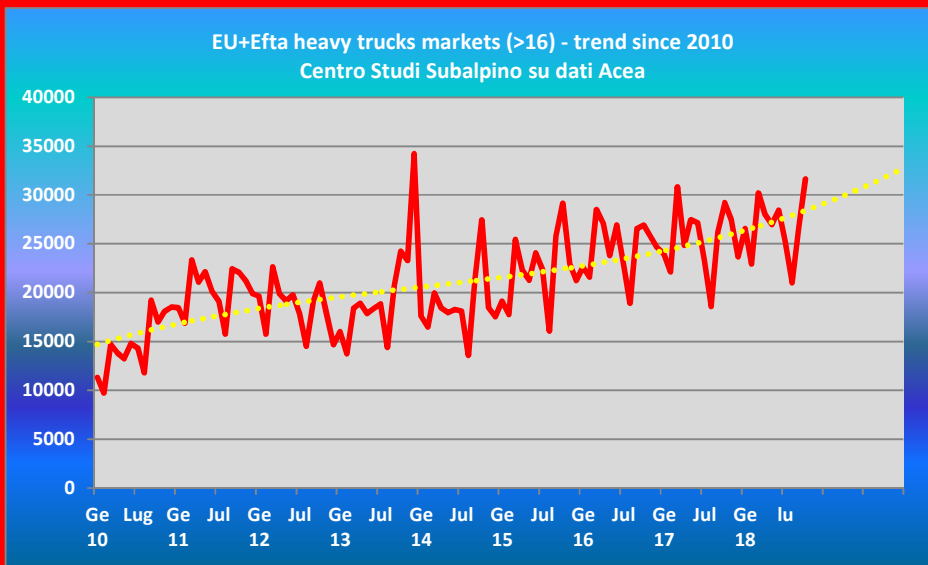
In October there was also a strong recovery in the demand for trucks (> 3.5): + 9.7%. In the first ten months cumulative the European market (EU + Efta) has increased its growth to 5%, with 333,441 units registered.



Among the major markets, Germany rose in the month (+21.5%), followed by France (+12.1%), Italy and the EU12 (+10.9%), and the Efta area (+10,5%). Spain falls in the month by 5.2%, and Britain by 6.4%. In the cumulative for the first ten months in great evidence the results of the EU12, with a +11.4% increase over the ten months [mainly due to Lithuania (+ 21.7%), Latvia (+ 13.3%), Poland (+13.3%), Romania (+13%) and Hungary (+12.5%)], followed by Italy (+10.2%), France (+ 9.1%), Efta area (+6.8%), Germany (+3.5%) and Spain (+2.1%). Britain lost 5.1%.

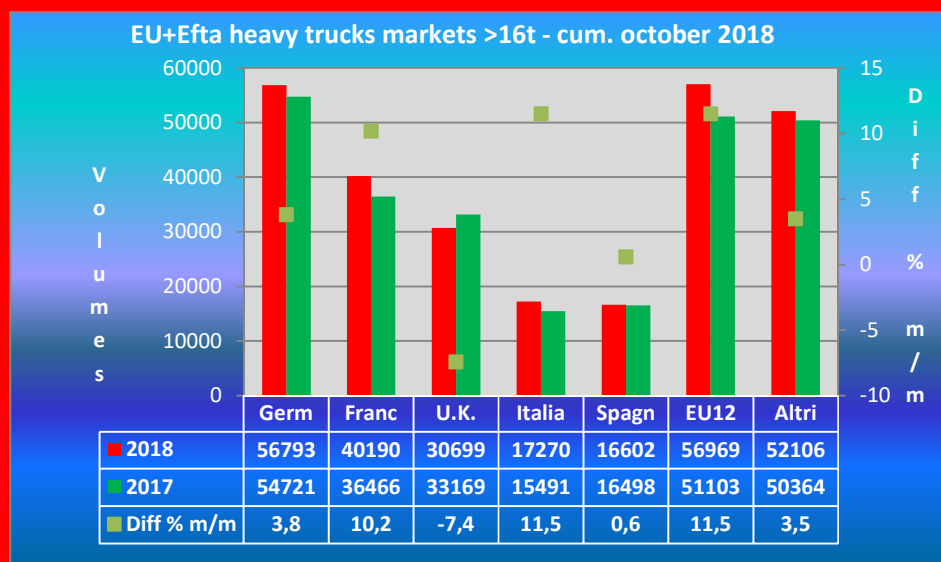


At the same time, the trend in demand for trucks in the heavy goods sector (> 16t) also rose: + 7.3% in October. In the first ten months cumulated, demand increased by 5%, with 270,629 units registered.



The best result in the month was that of Germany (+18.6%), followed by France (+13.8%), the EU12 (+11.8%) and Italy (+6.8%). Spain drops by 7.3%, Great Britain by 9.9% and the EFTA area by 10.5%. In the first ten months cumulated the best result was that of Italy, which grew by 11.5%, together with the EU12, also with a +11.5% [mainly due to Lithuania (+22.2%),

Romania (+14.4%), Poland, (+13.7%), and Hungary (+11.9%)], followed by France, up 10.2%, from Germany (+3.8%) from the EFTA area (+1.2%) and Spain (+0.6%). Britain fell by 7.4%.



Emilio di Camillo – Centro Studi Subalpino – november 2018