

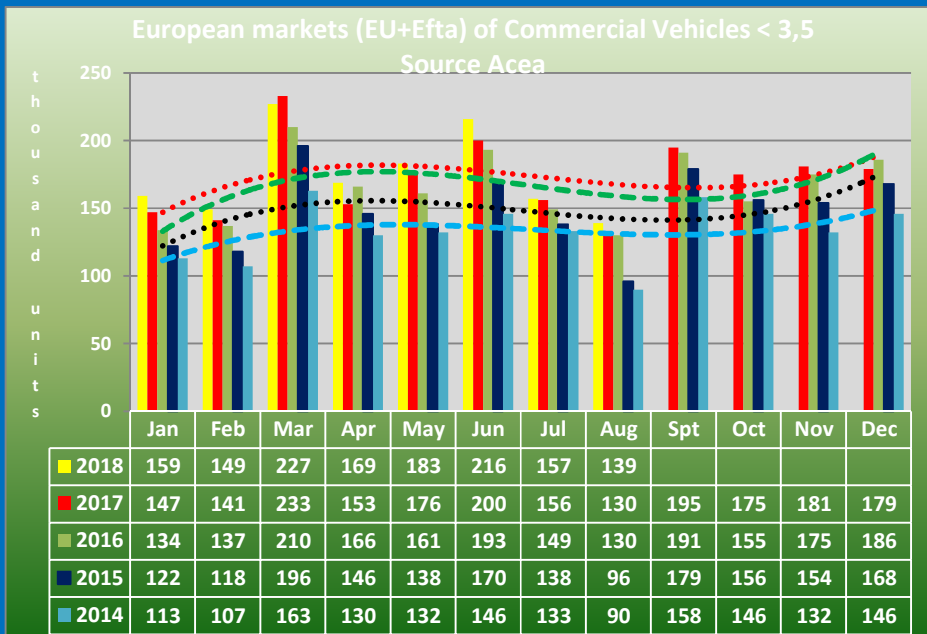


## Press Release

Torino, Sept. 27, 2018

### European Commercial Vehicles and Trucks Markets – July/August 2018

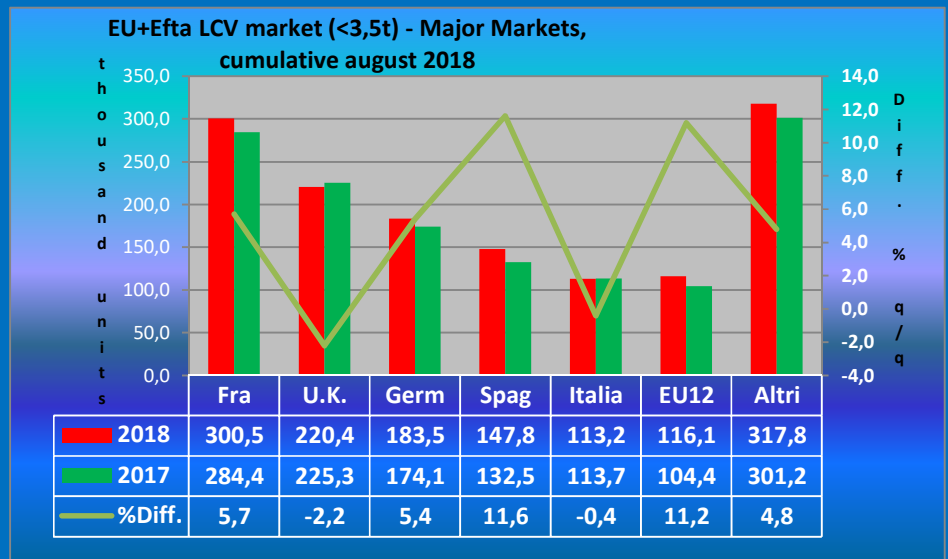
Fluctuating trend in the summer of commercial vehicle registrations (<3.5): + 0.9% in July and + 7.1% in August. In the first eight months of the year the market rose by 4.8% with a total of 1,399,287 units registered.



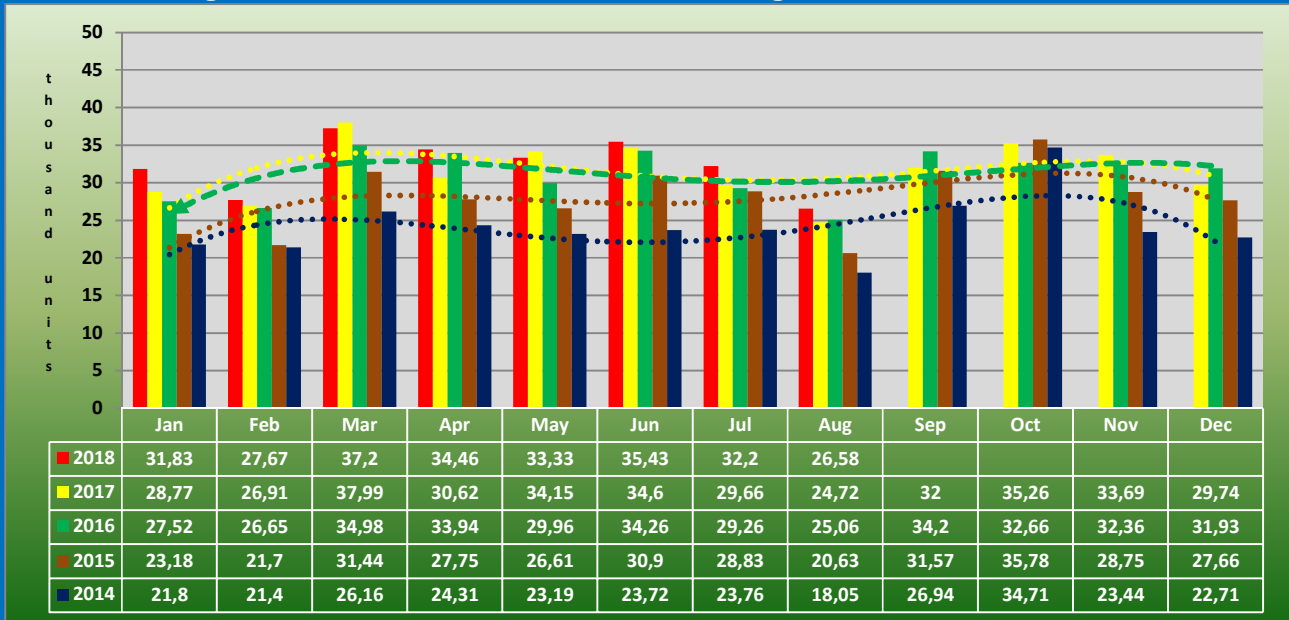
Among the major markets, the results of Spain were up by 11.6% in the cumulated first eight months, followed by the EU12 (+ 11.2%) [especially thanks to Hungary, up 21.2%, Romania (+ 18.1%), Latvia (+ 17.3%), Poland (+ 10.7%)], France (+ 5.7%), Germany with + 5.4% and the Efta area with + 2.7%. Italy lost 0.4% while Great Britain lost 2.2%.

In the ranking of the major markets, Great Britain remains in second place, ahead of Germany. The EU 12 also surpasses Italy.

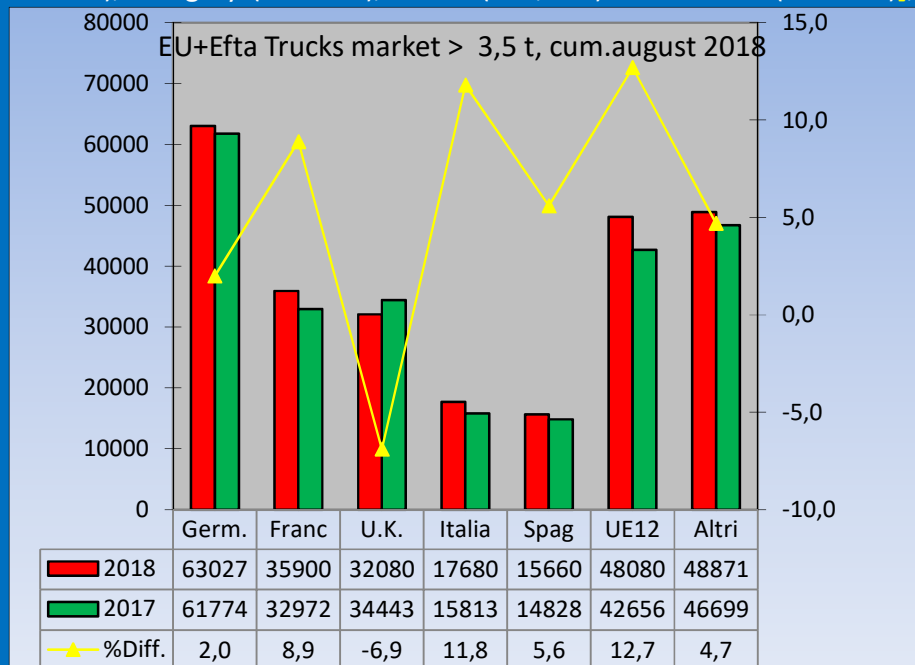
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On the other hand, the rate of growth in demand for trucks (> 3.5) continues to rise brilliantly even in the summer months with an increase of 8.5% in July and 7.5% in August. In the cumulated first eight months, the European market (EU + Efta) has increased its growth to 4.9%, with 261.298 units registered.

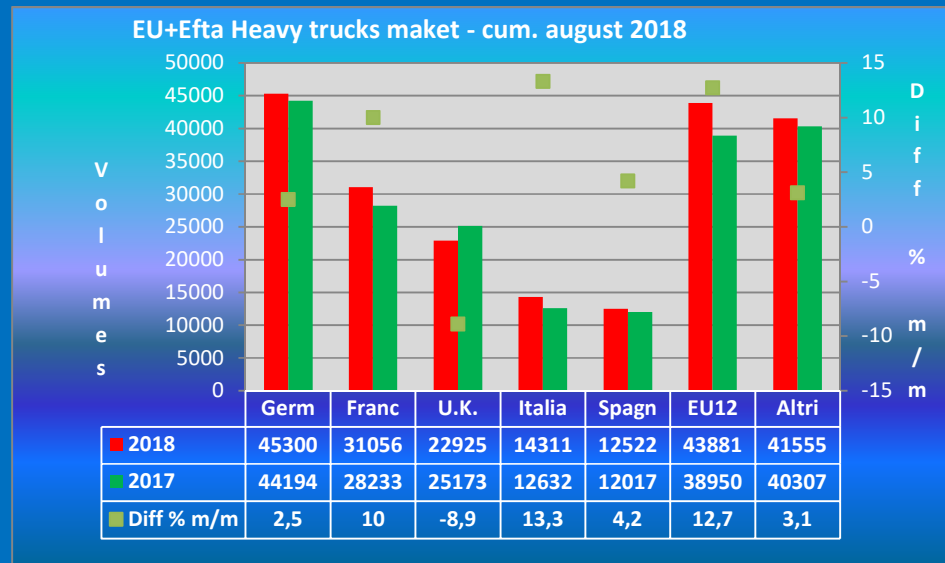
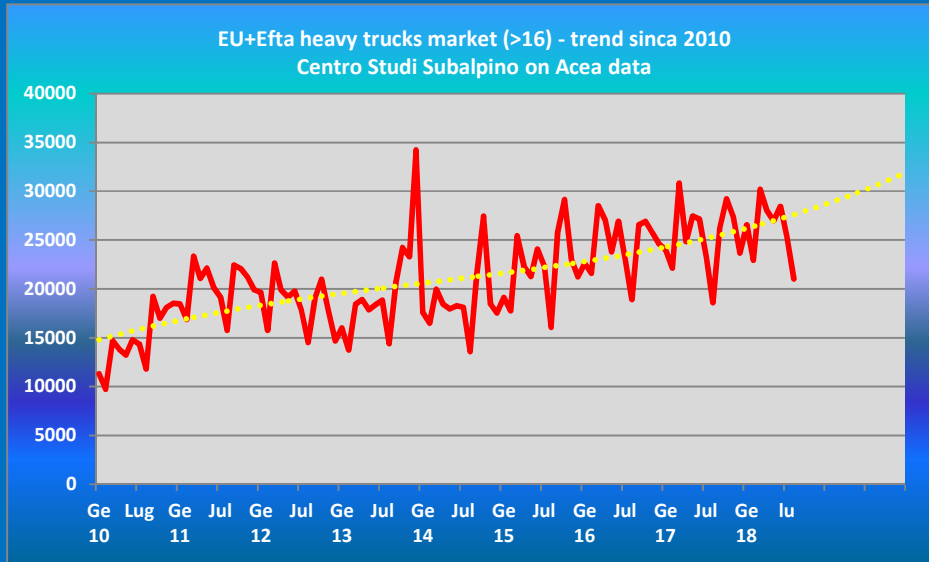


During the period, the results of the EU12 showed an increase of + 12.7% over the eight months [mainly thanks to Lithuania (+ 27.7%), Hungary (+ 20.2%), Latvia (+17, 3%) and Poland (+ 12.2%)], followed by Italy (+ 11.8%), France (+ 8.9%), Spain (+ 5.6%), the area Efta (+ 5.7%) and Germany gaining 2%. Britain lost 6.9%.



At the same time, the trend in demand for trucks in the heavy goods sector (> 16t) also rose: in July, +6.9% and in August + 8.3%. In the first eight months cumulated demand increased by 5%, with 211,550 units registered. In the period the best result was that of Italy, which grew by 13.3%, followed by the EU12 with a + 12.7%

mainly due to the Lithuanian (+ 27.9%) of Hungary (+20 ,2%) and Poland (+12.4)], France, up 10%, and Spain (+ 4.2%). Germany grows by 2.5% and the Efta area by 1.4%. Britain falls by 8.9%.



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