

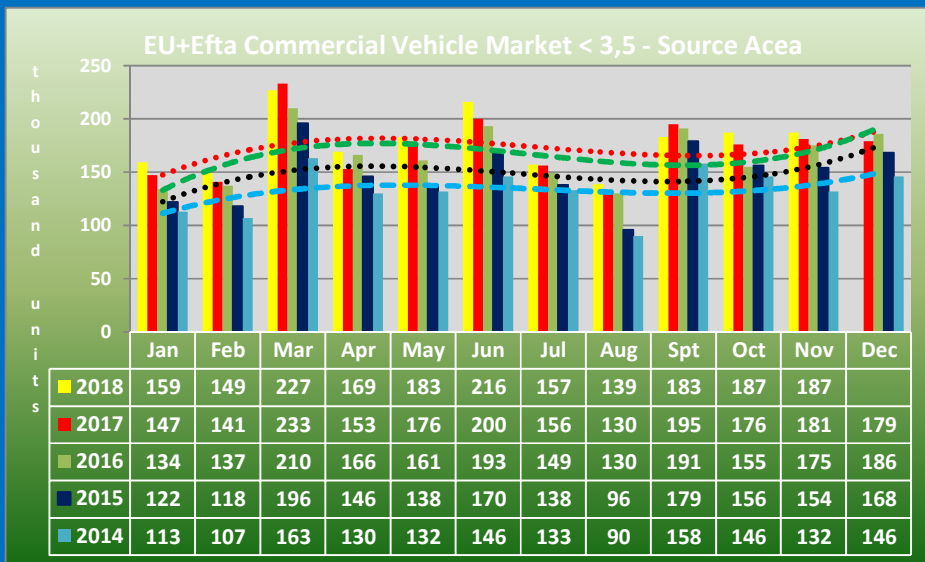


Press Release

Torino, december 23, 2018

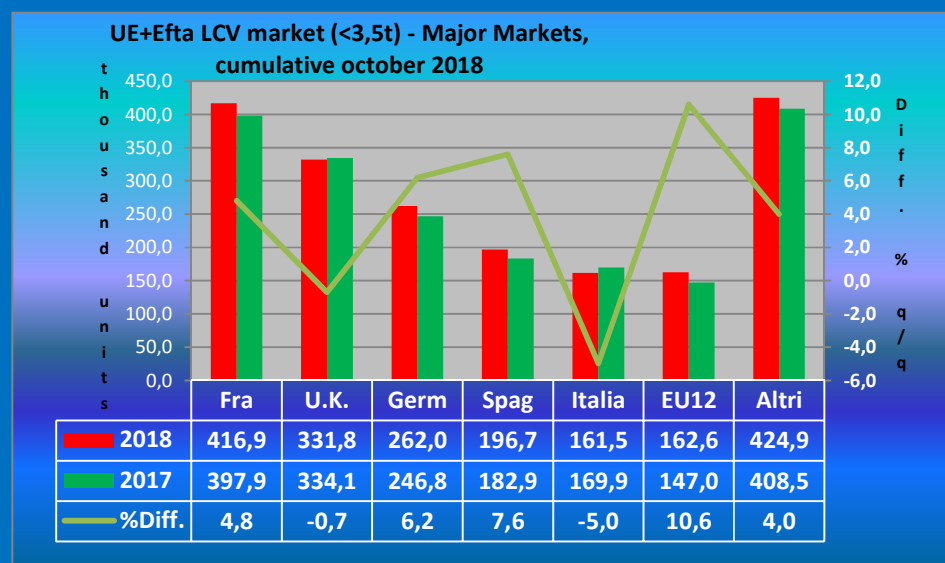
European Commercial Vehicles and Trucks Markets - November 2018

A slight increase also in November of commercial vehicles registrations (<3.5) in the EU+Efta: +3.4% in the month. In the first eleven months of the year the market increased by 3.7% with 1,956,397 units registered.

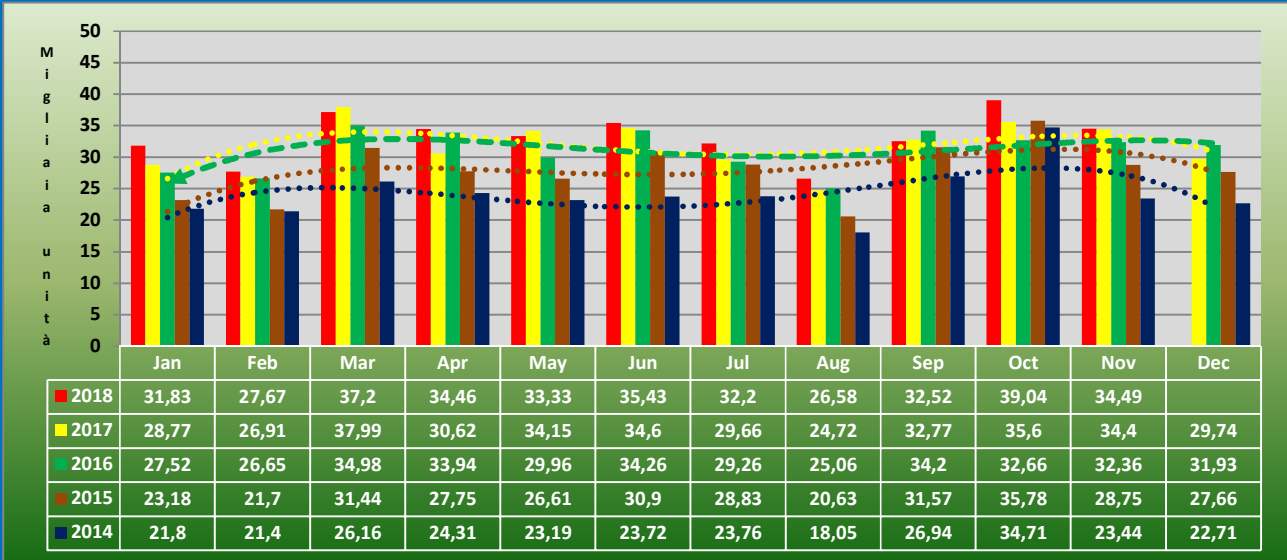


The recovery in the month is mainly due to increases in registrations in the EU12 (+16.1%) followed by Great Britain (+9.6%), the Efta area (+7.1), Germany (+6.4%) and France (+ 3.1%). Spain lost 3.3% and Italy 7.7%. Brilliant results of the EU12 in the cumulative first eleven months (+10.6%) [mainly due to Slovakia (+20.3%), Hungary, up 13.3%, Latvia (+13%), Romania (+

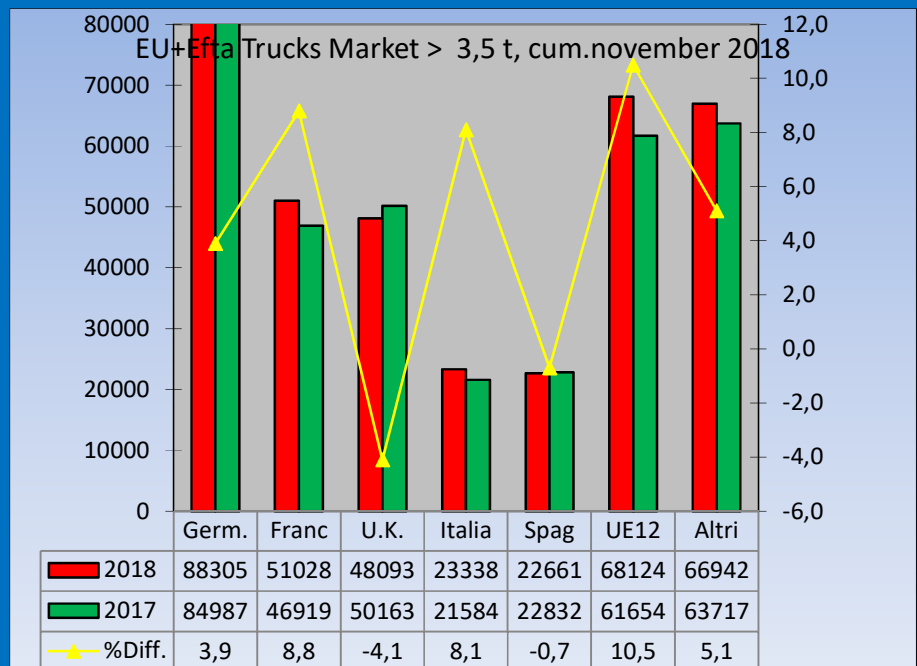
11.3%), and Poland (+ 12.9%)] and Spain, which grew by 7.6%. Germany follows with +6.2%, France with +4.8%, and the Efta area with +3.3%. Italy loses 5% while Great Britain loses 0.7%. In the ranking of the major markets Great Britain remains in second place, ahead of Germany. The EU 12 also surpasses Italy.



The demand for trucks remained substantially stable (> 3.5): + 0.3% in November. In the first eleven months cumulated, the European market (EU + Efta) has increased its growth to 4.7%, with 368.491 units registered.

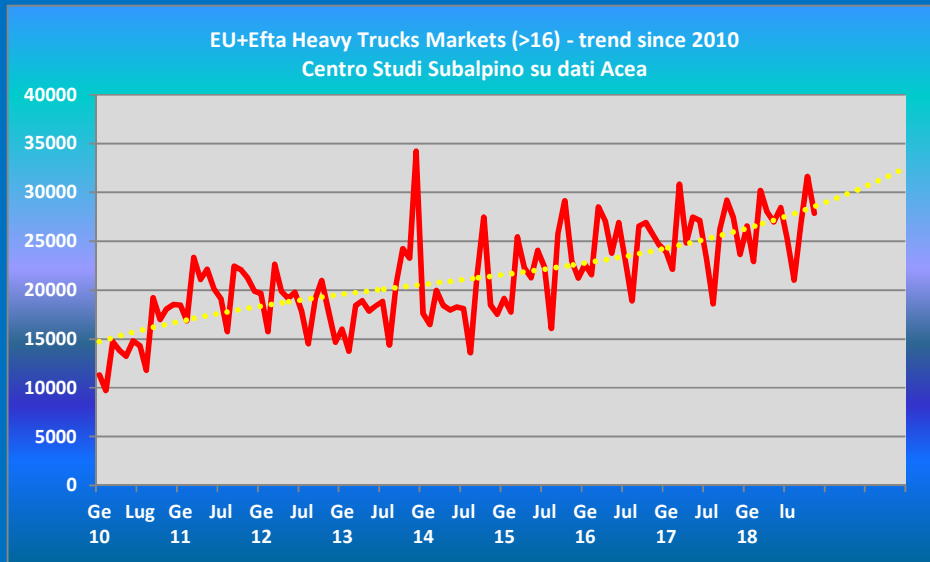


Among the major markets the best performance was that of Germany (+8.2%), followed by France (+ 5.5%), and the EFTA area (+ 3.2%). Spain fell by 20.1% in the month, Italy by 9.5%, Britain by 3.5% and the EU12 by 1.9%. In the cumulative first eleven months, the results of the EU12 showed a +10.5% increase in the eleven months [mainly thanks to Lithuania (+ 21.9%), Poland (+ 11.7%), and Romania (+ 13.2%)], followed by France (+8.8%), Italy (+8.1%), Germany (+3.9%) and Efta area (+3.2%). Spain lost 0.7% and Britain 4.1%.



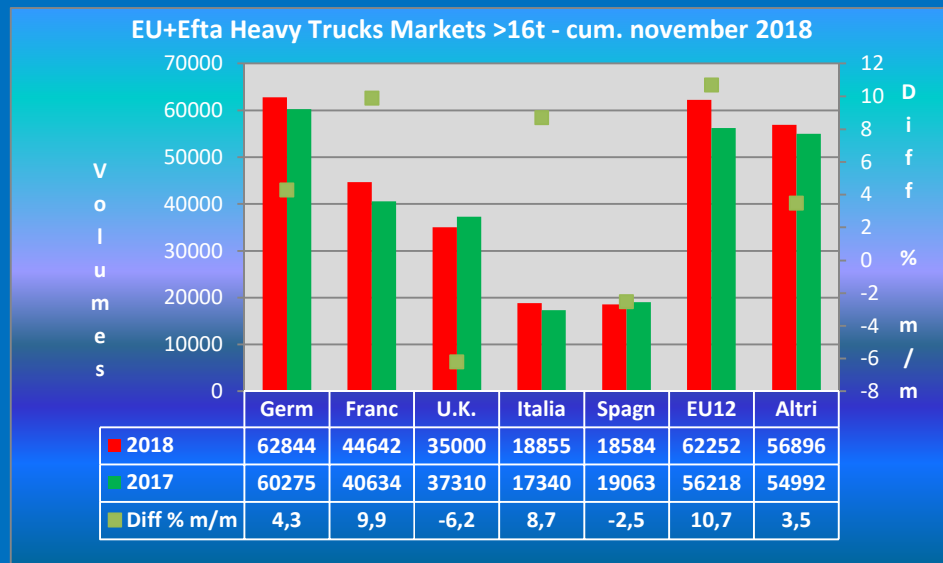
The trend in demand for trucks in the heavy goods sector decreased slightly (> 16t): -0.5% in November. In the first eleven months cumulated demand increased by 4.6%, with **299.073** units registered.

In the month the best result was that of Germany (+ 8.9%), followed by France (+ 6.8%). The EU12 rises by a meager 0.02%.



Spain drops by 22.7%, Italy by 13.7%, the United Kingdom by 2.8% and the Efta area by 1.4%. In the first eleven months cumulated the best results were those of the EU12, with a +10.7% [mainly thanks to Lithuania (+ 22.4%), Romania (+ 14.6%), Poland, (+ 12.1%), and Hungary (+ 10.5%)], of France which grew by 9.9%, and Italy (+ 8.7%),

followed by Germany (+4, 3%) and the Efta area (+ 2.6%). Spain lost 2.5% and the United Kingdom lost 6.2%.



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