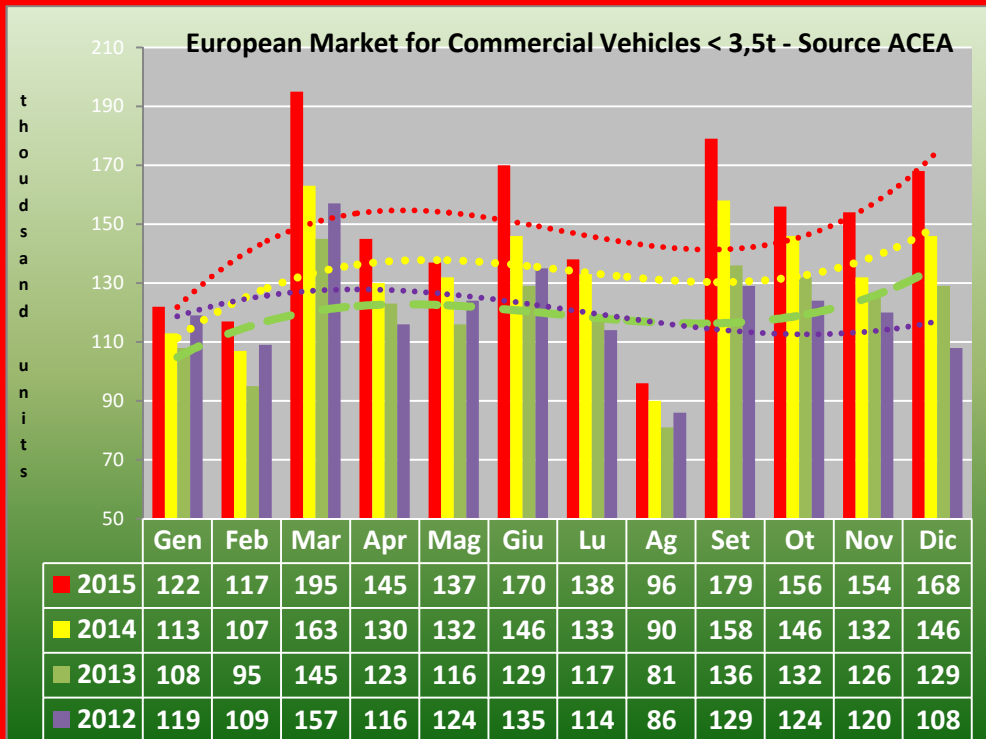


Turin, January 26, 2016

## European Markets for Commercial Vehicles and Trucks, December 2015

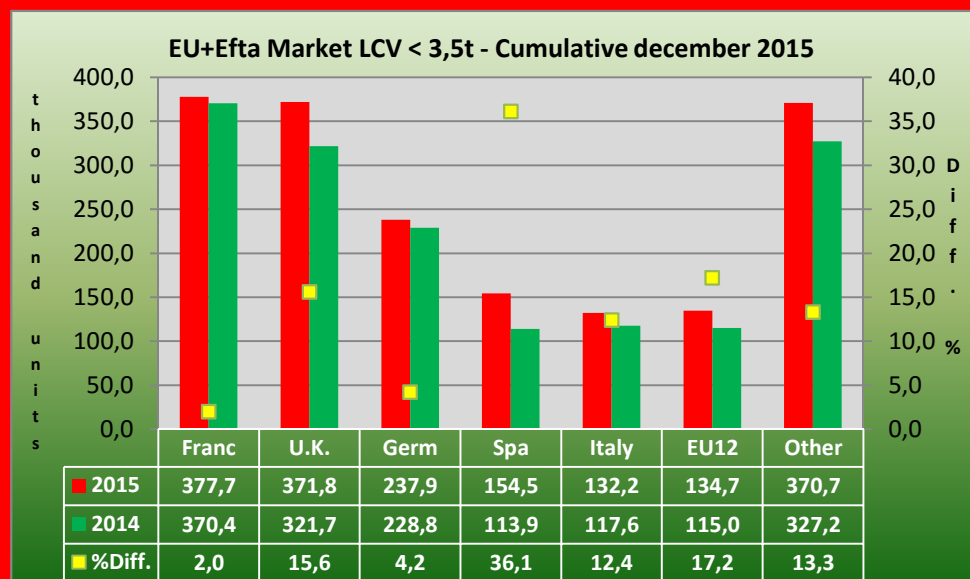
Strong growth also in December of the European market (EU+EFTA) for commercial vehicles (<3.5 t): +14.5% in December, with 167,695 units registered. In total in 2015 1,779,477 units were registered, 11.6% more than in 2014.



Among the major markets, driving the ranking of the largest increases in December Italy, with an excellent +23.9%, followed by the always good results in Spain with a +23.8% and the UK with +14.6%. More than good the result of EU12 (+25.9%). At great distance follow France (+8.7%), and Germany (+5.6%). Boom of sales in Efta countries (+41.8%), thanks to

the result of Norway. More than positive results of all the countries of Northern Europe.

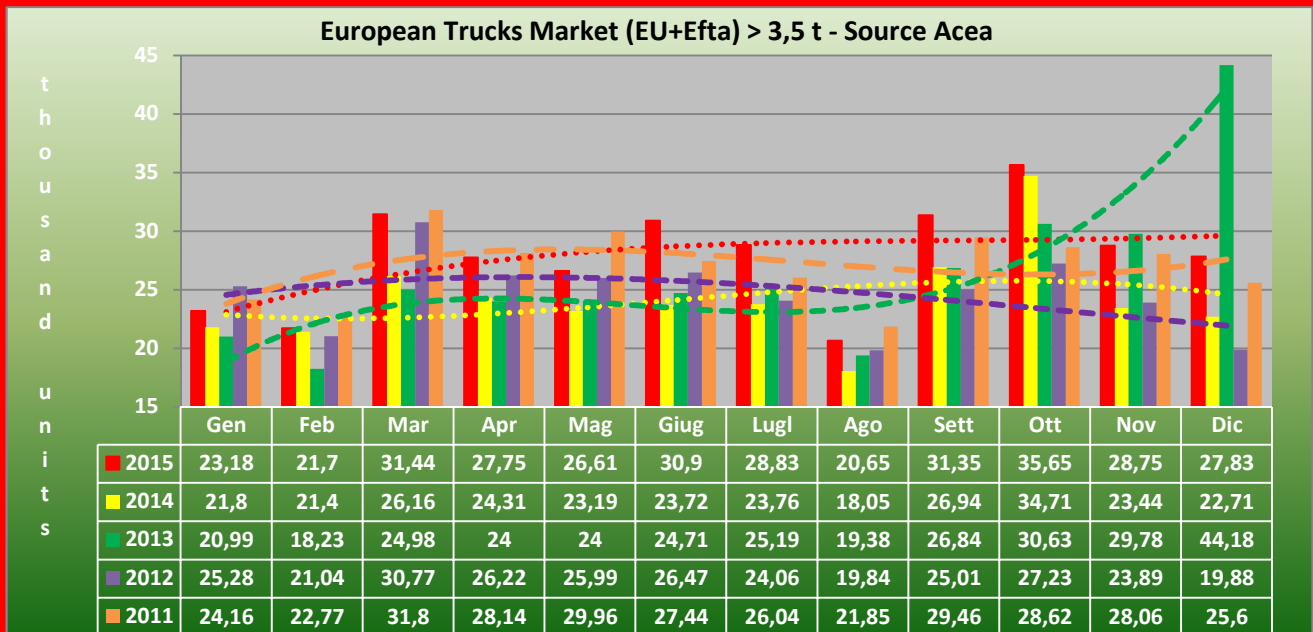
Cumulatively in the year, registrations of commercial vehicles increased by 11.6%, mainly thanks to Spain (+36.1%), followed at some distance by EU12 (+17.2%), Great Britain (+15.6%), Italy (+12.4%) and from the EFTA countries (+10.7%). Germany increases its progress in the year to 4.2%. France marks during the period a modest



increase (+2%), but regains the leadership in the standings of the major European countries in this market segment.

Always very good performances in the period of the Northern European countries.

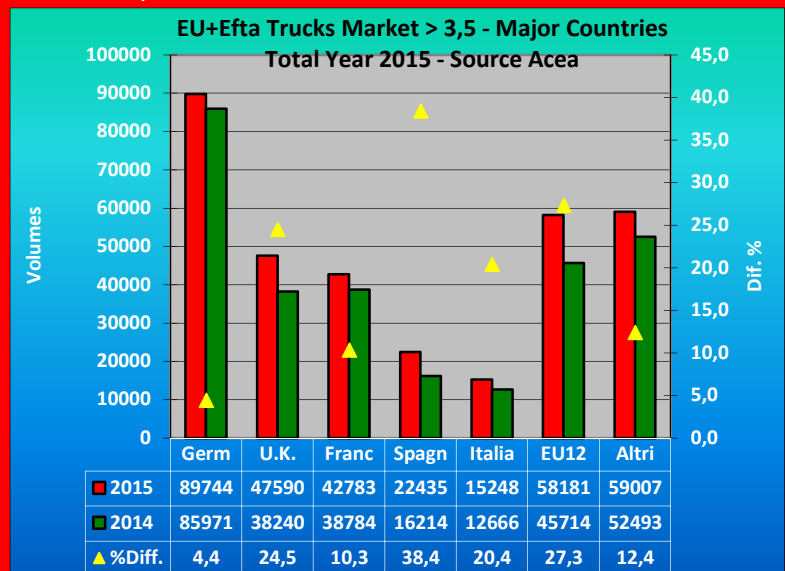
Even more sustained the market growth of trucks (>3.5 t.), increased in December by 22.5%, with 27,831 units registered. In total during the year 334,988 units were registered, 15.5% more than in 2014.



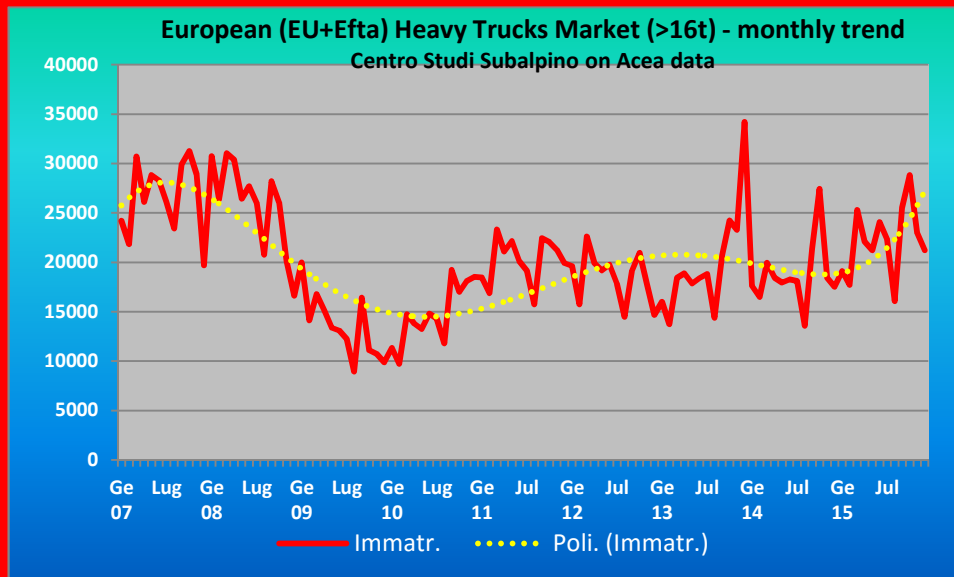
The increase in the month was achieved mainly due to the excellent result of the UK (+75.6%), in large recovery for the second consecutive month, after the descent in October, followed by EU12 with a remarkable +31.4% [with particularly large increases in Lithuania (+72.5%), Romania (+67.5%), Czech Republic (+41.7%), Poland (+25.9%), Hungary (+24.9%) and Slovenia (+18.9%)], followed by Spain and Germany with 19.5%, France (+13.2%) and Italy (+10.1%). The Efta area fell in the month by 17%.

Good increases in all the markets of Northern Europe.

In total 2015 closed with an increase of 15.5% on 2014, a figure that is high above all because of the excellent performances of Spain, increased in the period by 38.4%, and the Netherlands (+ 33.1%), followed by the EU12 with an increase of 27.3% on 2014, [especially thanks to Romania (+ 52.4%), Slovenia (+27.8%), Poland (+26.6%), Slovakia (+22%), Czech Republic (+18.5%) and Hungary (+17.8%)]. Follow Britain which, despite heavy losses in October, but thanks to the excellent results of November and December, increased in the year by 24.5%, and Italy with a +20.4%. France gains in the year 10.3%, and Germany only 4.4%. Loses 4.4% the EFTA area.



Also very high the trend of demand in the field of heavies (>16t): increase of 21.2% in the month, with 21,234 units registered.



thanks in particular to the exceptional increases in the UK (+97.1%), followed at a great distance by EU12 (+29.5%). At a certain distance follow France (+17.4%), Italy, grown up in the month by 12.6%, and Spain (+9.5%). More distant Germany with +7.6%. The Efta area lost 19.7%, especially for the downhill in

Norway. On the contrary increase the totality of the countries of Northern Europe.

In total in 2015 the EU+EFTA market grew by 18.6% with 267,182 units registered, and with the progress linked to increased demand in Spain (+38.7%) followed by Great Britain (+32.1%), EU12 (+30.4%), [the latter especially for the good results in Romania (+56.1%), Poland (+31.7%), Slovenia (+29.8%) , Slovakia (+25.9%), Hungary and the Czech Republic (+17.8%)], and Italy (+25.3%). France closed the period with a +12.7% and Germany with a modest + 5.3%. The Efta area lost in 2015 5.6%. Of note in this area the excellent recovery of the Netherlands (+34.4%) and Denmark (+31.3%). Good sales results of Nordic countries.

As for the future of commercial vehicles and trucks sales, with economic data scheduled to slowly improve, it is anticipated to continue in the coming months the positive trend of the market, although with different weight according to the various market areas.

**Emilio di Camillo – [www.centrostudisubalpino.it](http://www.centrostudisubalpino.it) – January 2016**