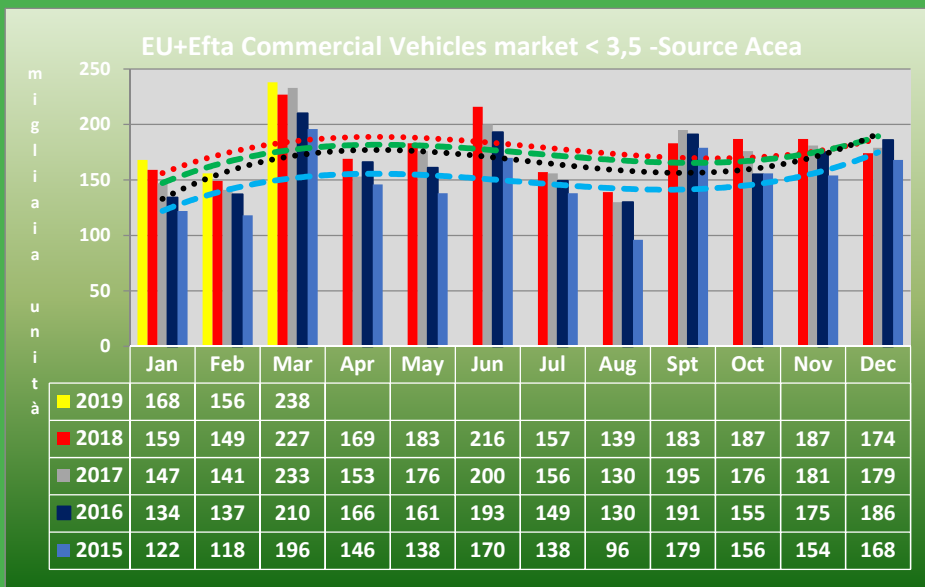


Torino, April 28, 2019

European Commercial Vehicles and Trucks Markets - March 2019

The commercial vehicle market (<3.5) in the EU + Efta remains tonic in March: + 4.8% in the month, and + 5.3% in the first quarter with 561.487 units registered.

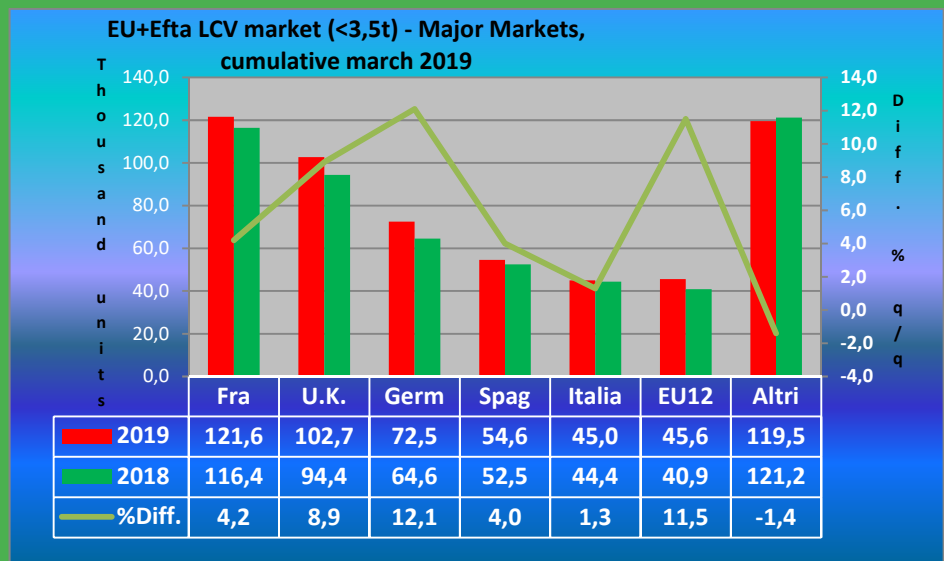


Among the major markets in particular evidence in the month the Efta area (+ 12%), followed by Germany (+ 11.3%) and EU12 (+ 11.5%) [the latter mainly thanks to Lithuania (+51,8%), Slovenia (+ 26.4%), Hungary (+26%) and Poland (+14%)] by Great Britain (+10.6%), and Spain (+ 7%). Italy falls by 2.1% and France by 0.7%.

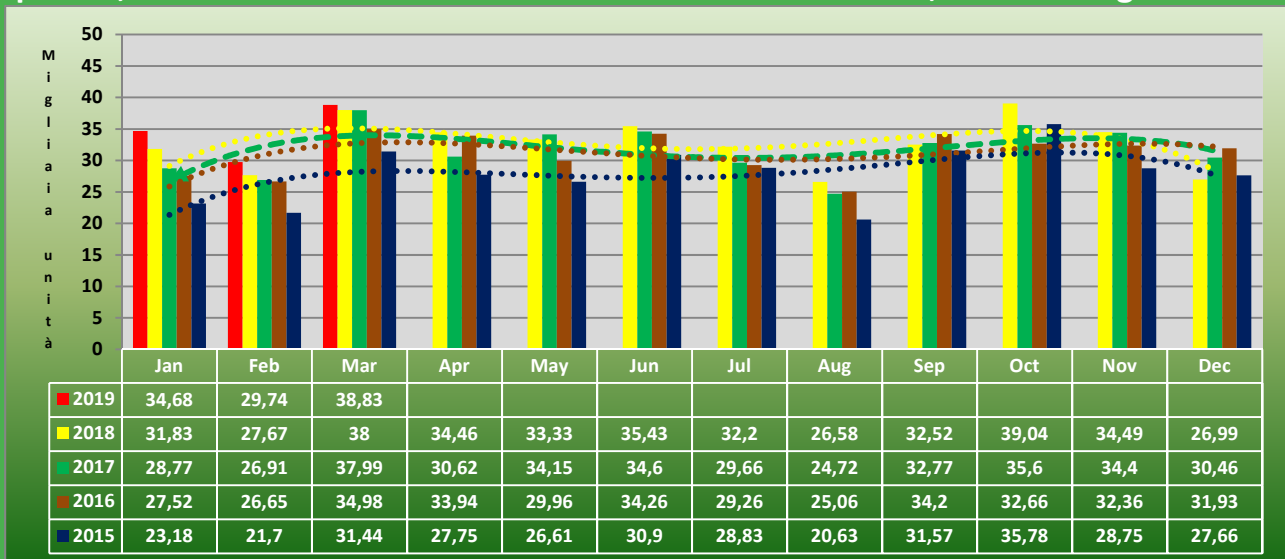
In the cumulative of the first quarter Germany was

heading with an increase of 12.1%, followed by the EU12 (+11.5%), Great Britain (+ 8.9%), and the EFTA area (+6,4%), from France (+4.2%), Spain (+4%) and Italy (+1.3%).

In the ranking of the major markets, Great Britain precedes Germany. Italy is only fifth, preceded also by Spain.



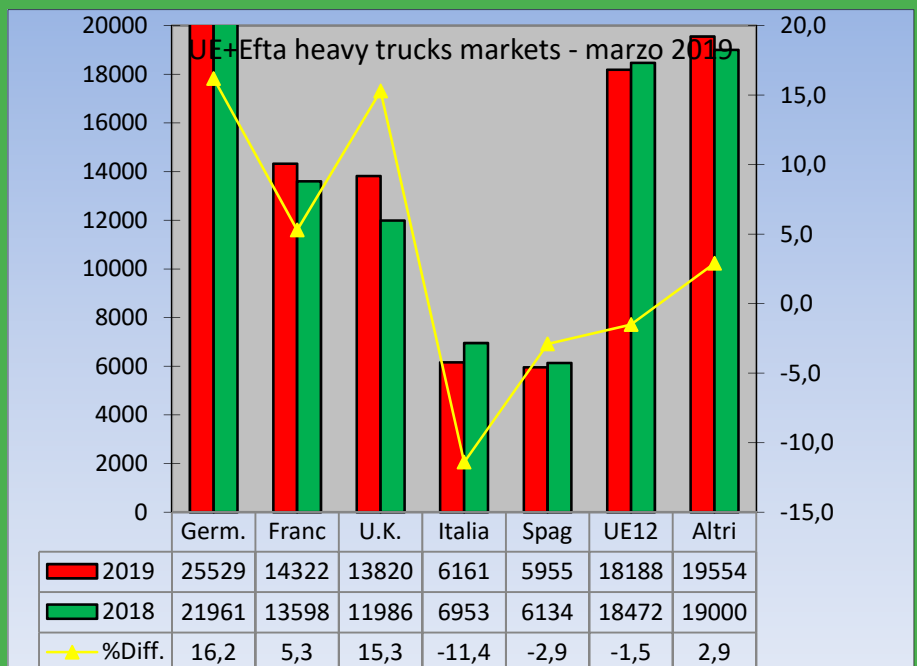
Demand for trucks increased slightly in the month (> 3.5): + 2.2% in March. In the quarter, the final balance shows an increase of 5.5% with 103,529 units registered.



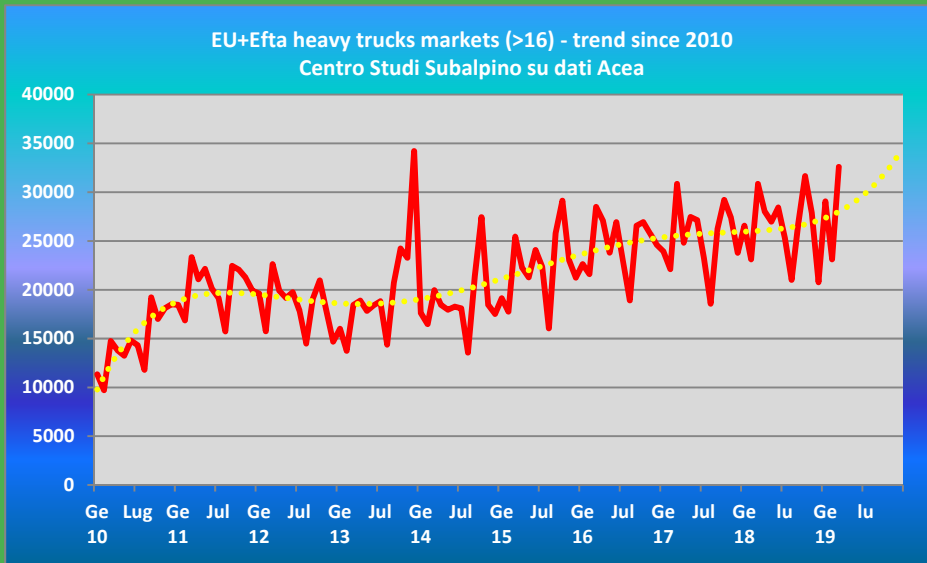
The results of the month show a consistent progress in registrations in Great Britain (+ 11.7%). France (+ 4.5%), Germany (+ 4.2%) and the EFTA area (+ 4%) follow at some distance. The EU12 drops by 3.7%. Spain collapses (- 11.2%) together with Italy (- 11%).

In the first quarter of the year to be highlighted among the major markets performances in Germany, up 16.2%, and in Great Britain up 15.3%. France is at a great distance (+ 5.3%). The EFTA area rises by 0.6%. The EU12 drops by 1.5%, Spain drops by 2.9% and Italy by 11.4%.

Italy remains in 4th place among the major markets.



The trend in demand for trucks in the heavy sector is also slightly similar (> 16t): + 2.4% in the month and +5.4% in the 1st quarter with 85,224 units registered.



Among the major markets in the month the best result was that of the Efta area, which grew by 15%, followed by Great Britain with + 10.5%, by Germany (+4.8%), and by France (+3.8%). The EU12 falls by 2.8%, Italy drops by 7.9% and Spain by 11.8%. In the cumulative 1st quarter, the best result was that of Great Britain,

which grew by 16.9%, followed by Germany with an increase of 16.6%. At a certain distance, France rose 6.4% and the EFTA area rose 5.2%. Italy drops by 10.9%, Spain by 2.4%, and the EU12 of 1.2%.

