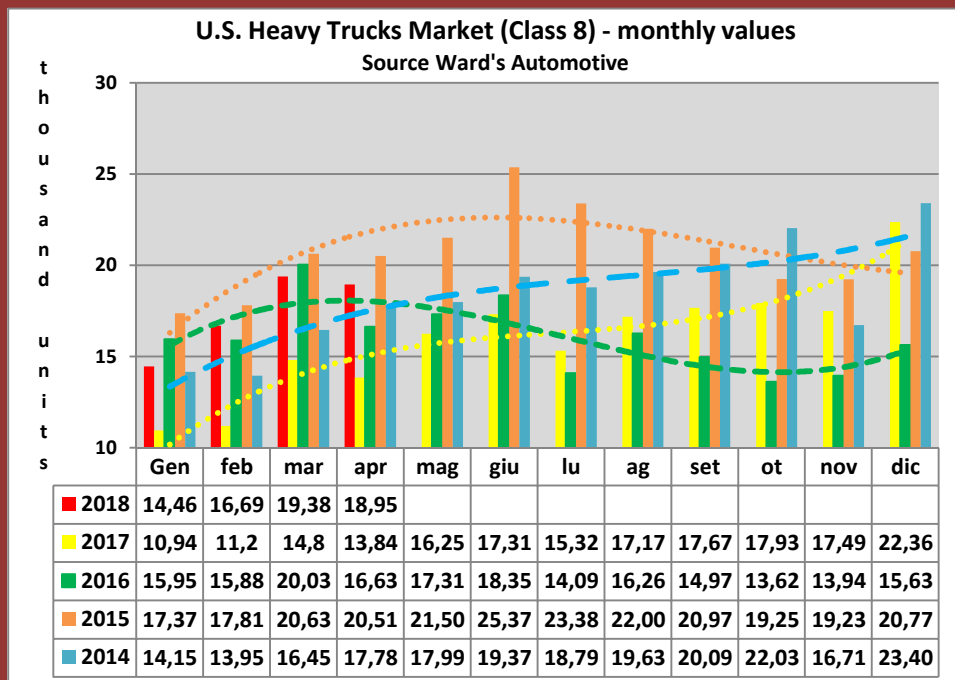




## US Heavy trucks market (Class 8) - Sales in April 2018

Turin, May 18, 2018

A slight downturn in April of the trend of sales of heavy trucks (class 8): - 2.2% compared to March, but up 36.9% compared to the same month last year.

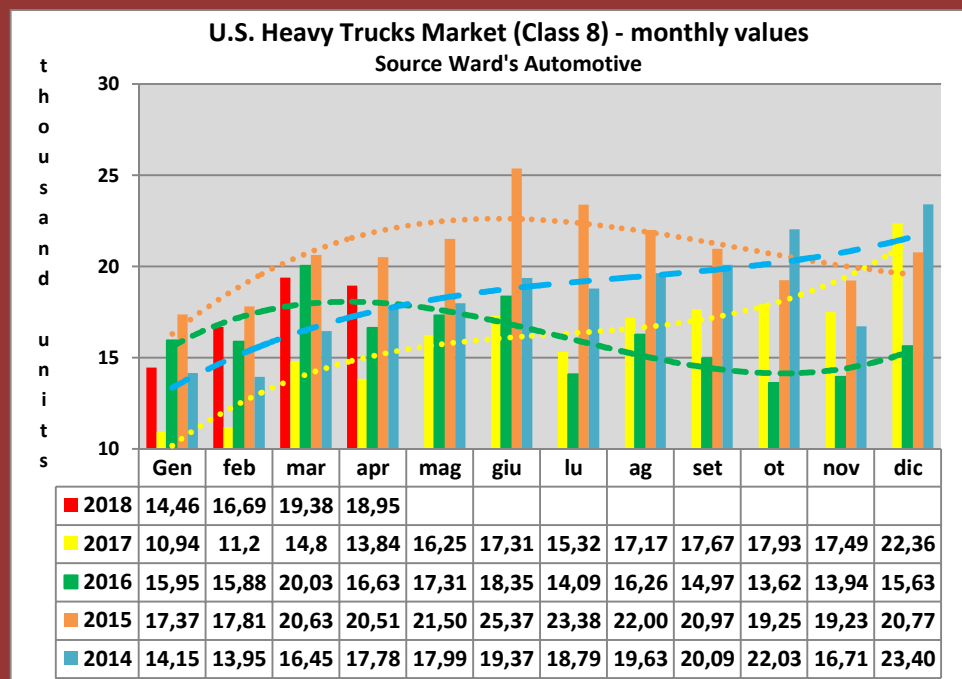


According to preliminary data from Ward's Automotive, with 18,950 units, sales of Class 8 vehicles in April fell by 2.2% compared to March, but increased by 36.9% compared to April of last year.

In the cumulated

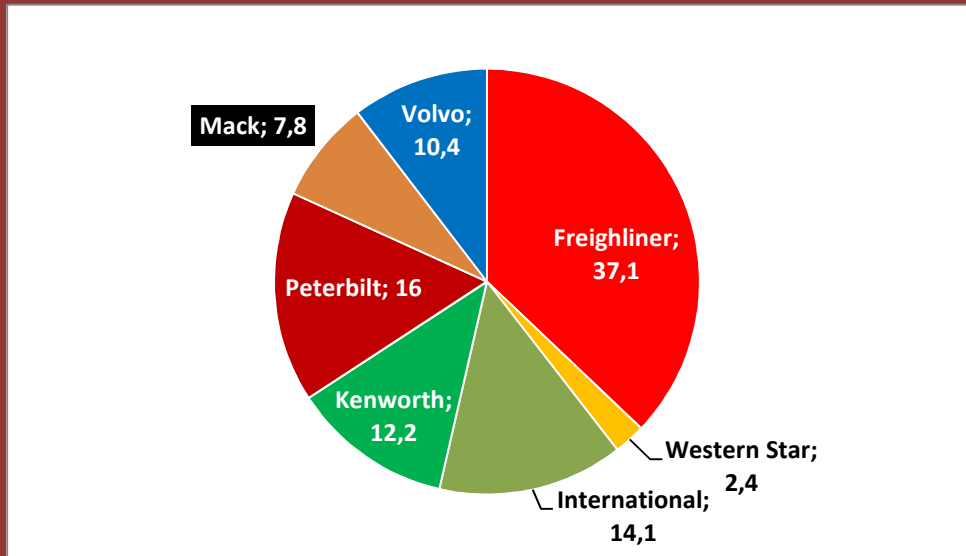
first four months, sales amounted to 69,479 units, 36.8% more than the same period last year.

Orders also continue to show a gradual increase over the previous year, even though

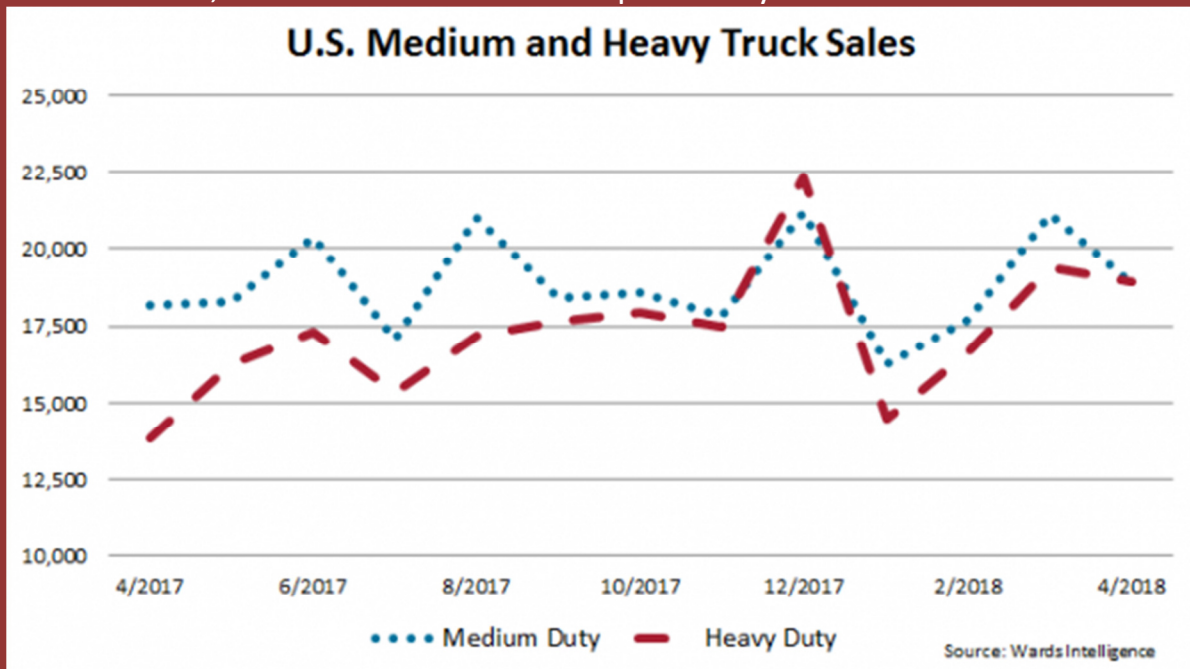


they dropped to April below the level of over 40,000 units in previous months: according to Don Ake, Vice President of Act Research, in April they still amounted to about 35,000 units : production capacity remains tight and many months are expected to clear the gap that continues to increase due to the high demand for trucks linked to the good performance of the economy.

The breakdown by brands in the first two months of the year appears in the figure alongside.



The medium class (4 to 7), with 18,947 units in April rose marginally compared to April 2017 (+ 3.1%) but fell 10.4% compared to last March. In total, 37.797 units were registered in the US in April, including medium and heavy classes, 6.7% less than in March, but 27.9% more than the previous year



**Emilio di Camillo – May 2018**