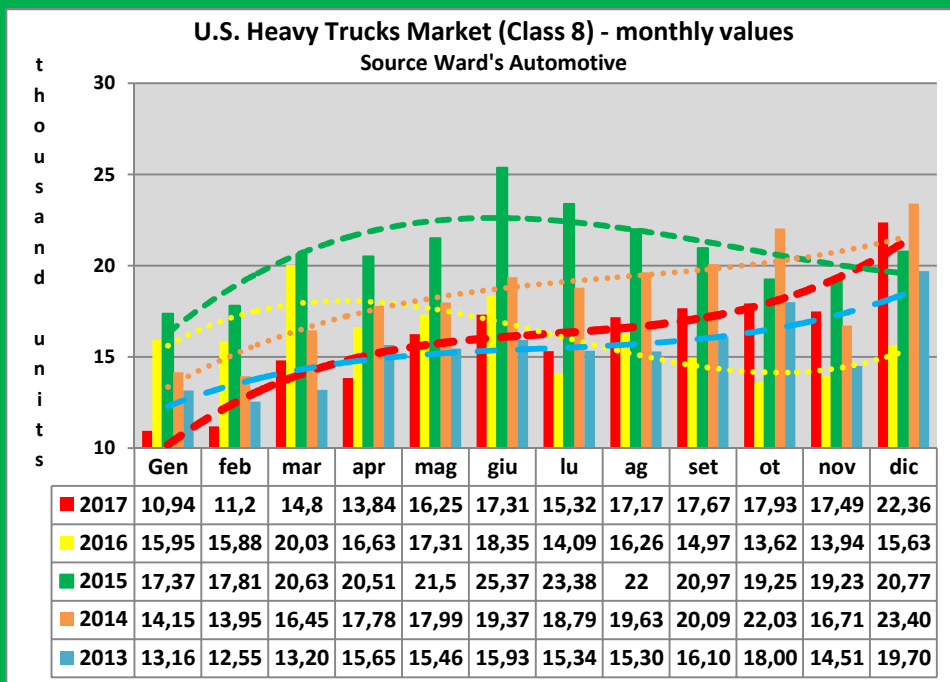




## US Heavy trucks market (Class 8) - Sales in December 2017

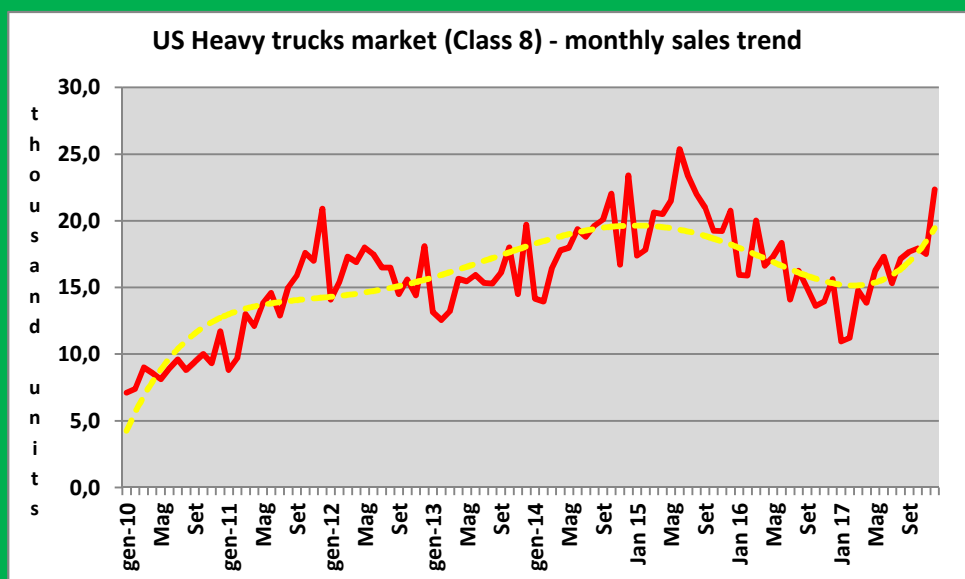
Torino, January 14, 2018

Big increase in sales of heavy trucks (class 8), up 27.8% compared to November and 43% compared to December 2016.



According to preliminary data of Ward's Automotive with 22,355 units, sales of Class 8 vehicles in December returned to values of three years earlier, increasing by 27.8% compared to last November and by 43% compared to the same month of the previous year. In the total of the year sales amounted to 192,252 units, only 0.2% lower than the 192,662 units recorded in 2016.

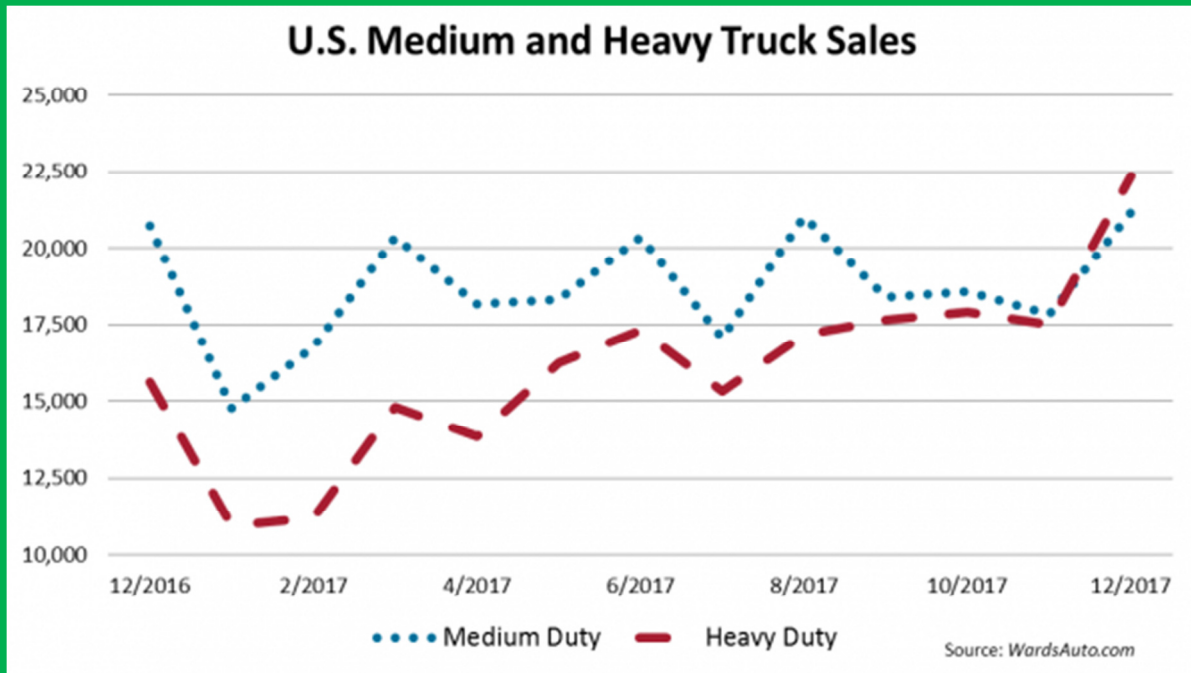
Orders also continue to show a progressive increase over the previous year: In December 37,200 units, about 15% more than the already very high value of the month of November with the highest value since December 2014. Exceeding for the third time 30,000 units in a row and strong production increases



are forecast for the current year. With these data a strong increase in sales is also expected.

Medium class (4 to 7), with 21,179 units in December, also rose significantly compared to 2016 (+6.1%). In total, last December, in the USA, between the medium and heavy classes, 43.534 units were registered, 24.3% more than the previous year. In total last year the medium class has totaled 222.790 units, 6.9% more than in 2016.

Cumulatively during the year, 415.042 units were registered between medium and heavy, 3.5% more than in 2016.



**Emilio di Camillo – Centro Studi Subalpino – January 2018**