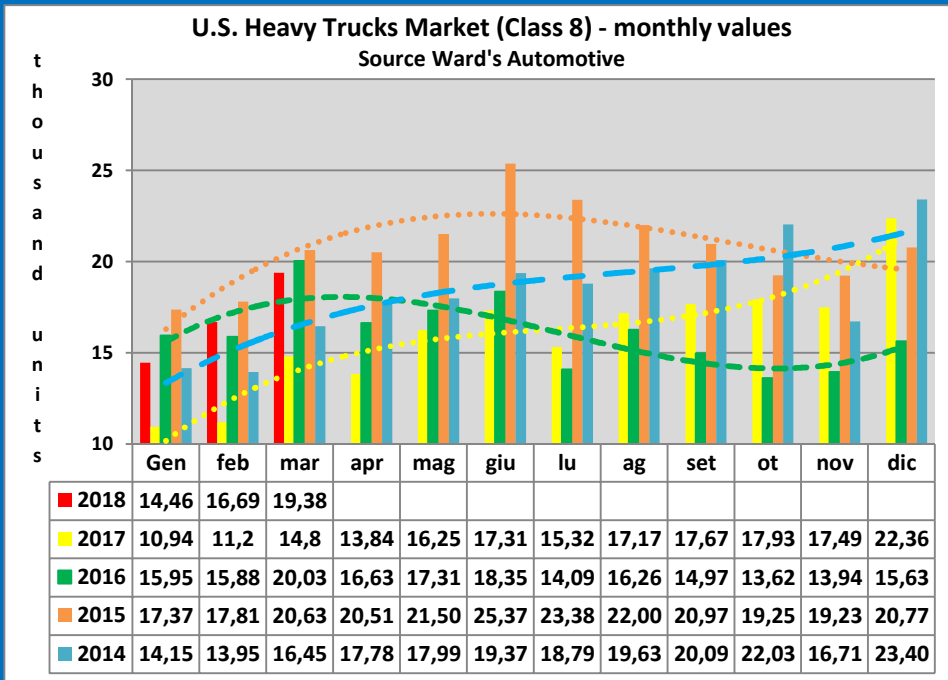


## US Heavy trucks market (Class 8) - Sales in March 2018

Torino, april 14, 2018

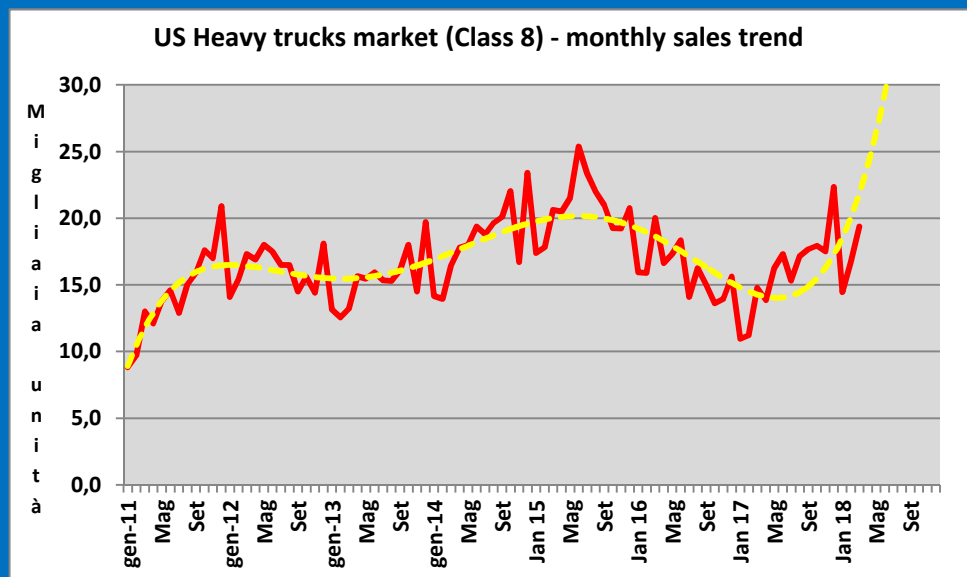
The tumultuous growth of heavy truck sales (class 8) continued in March: up 16.2% compared to February, but even 31% compared to March last year.



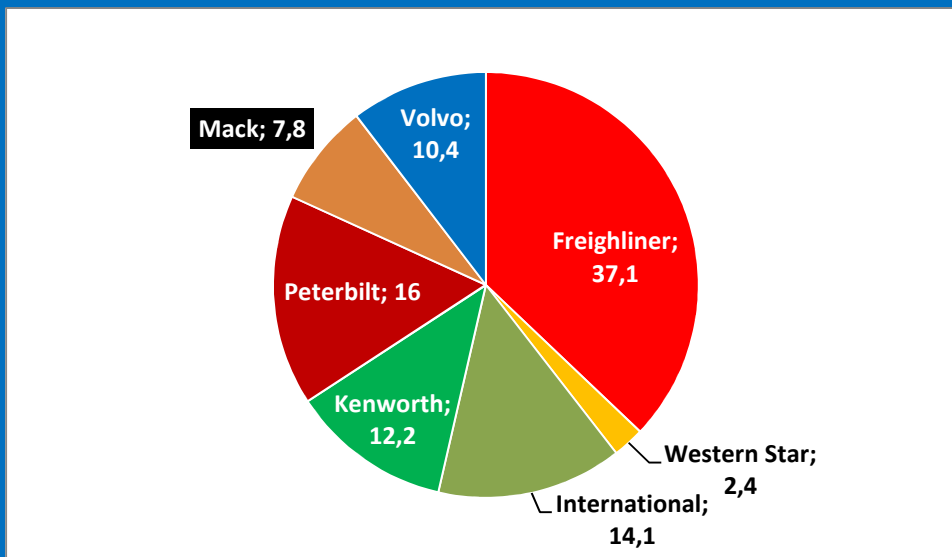
According to preliminary data from Ward's Automotive with 19,384 units, sales of Class 8 vehicles increased by 16.2% compared to February and by 31% compared to March last year. In the first-quarter cumulative sales amounted to 50,529 units, 36.8% more than the same period last year.

Also orders continue to show a progressive increase over the previous year: according to Don Ake, Vice President of Act Research, in March they amounted to 46,300 units, and represented the third month with the highest volume of orders ever. The volume of March was 15% higher than in February and 103% higher than in March 2017. Total

orders for the first quarter were 63% higher than the same period last year and the highest quarter in history. The production capacity is stretched to the maximum and many months are expected to clear the gap between orders and sales that continues to increase due to the high

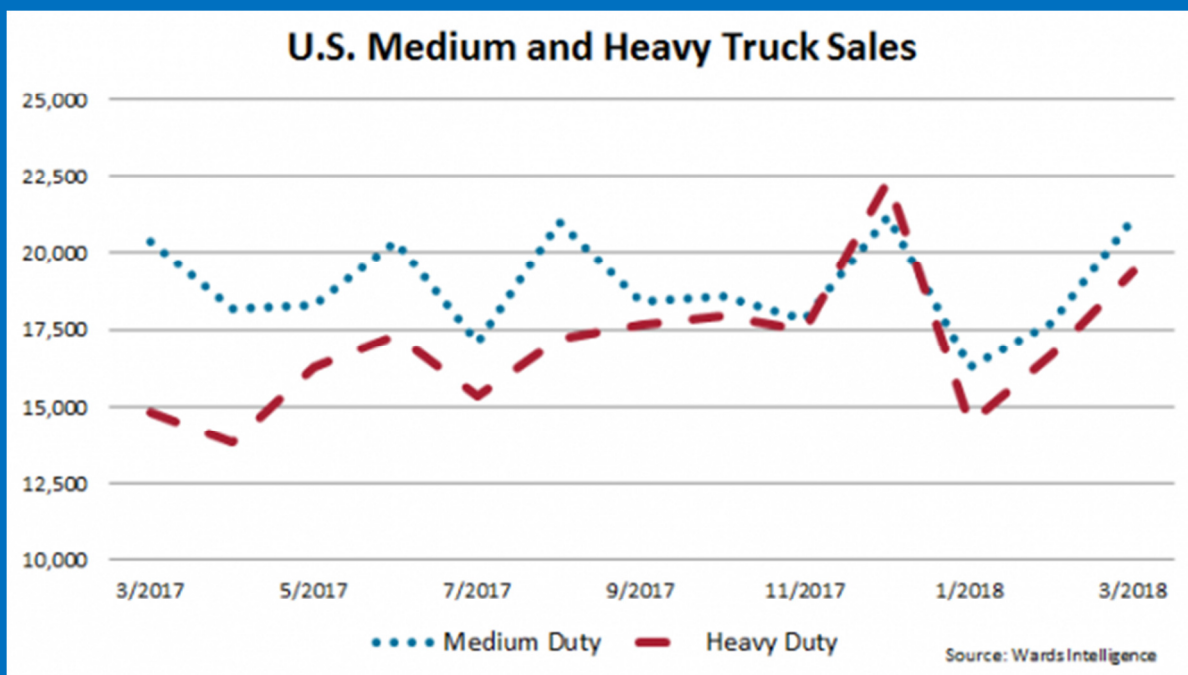


demand for trucks linked to the good performance of the economy.



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

The medium class (4 to 7), with 21,135 units in March rose marginally compared to March 2017 (+ 0.1%) but by 20% compared to last February. In total, in March the United States registered between the medium and heavy classes, 40.519 units, 18.4% more than in February and 22.4% more than the previous year.



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