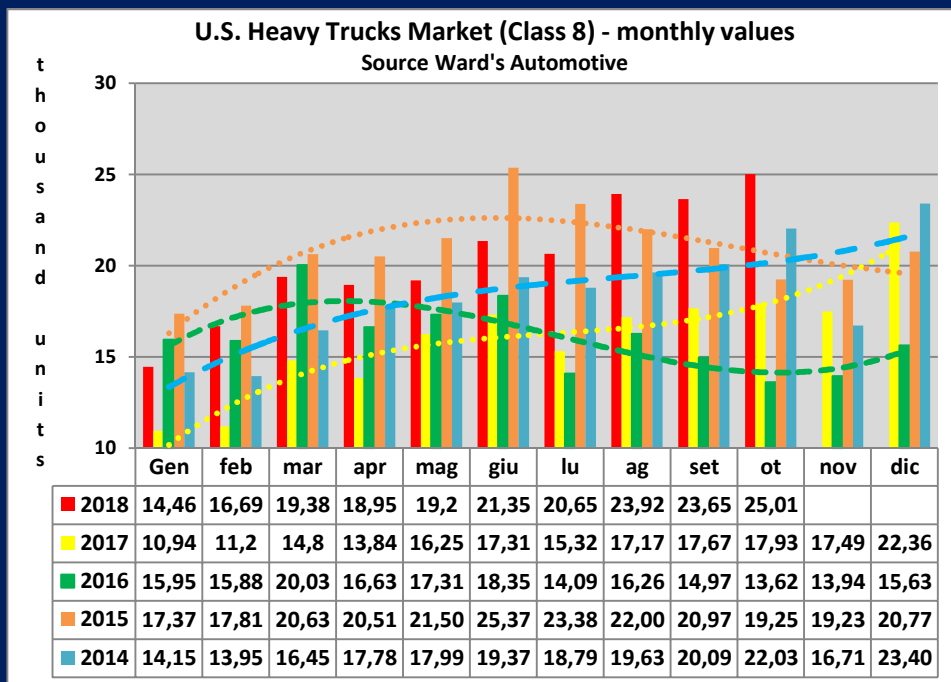




## US Heavy trucks markets (Class 8) - Sales in October 2018

Torino, November 13, 2018

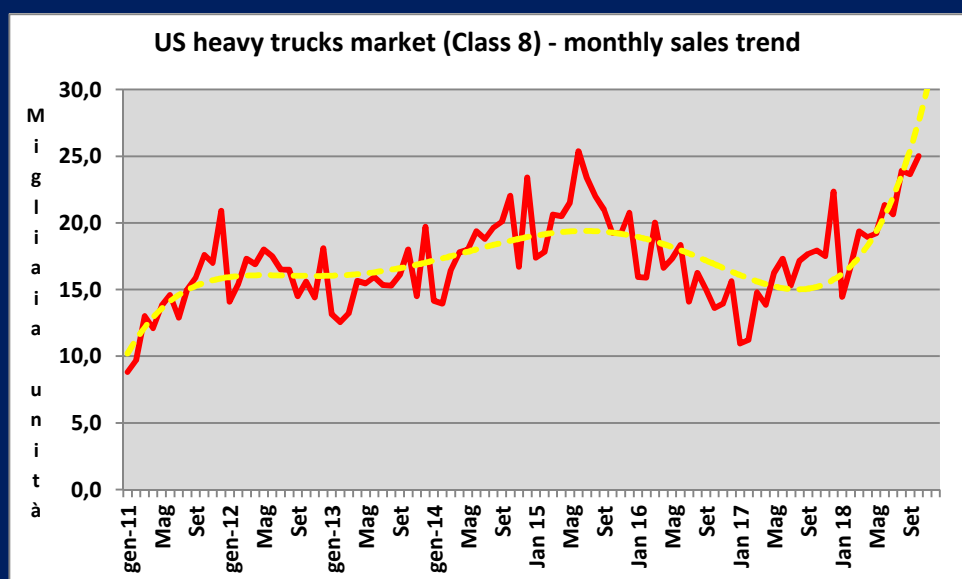
The strong recovery of the US heavy truck market (class 8) continues in October: an increase of 5.7% on September and a good 39.5% on October last year.



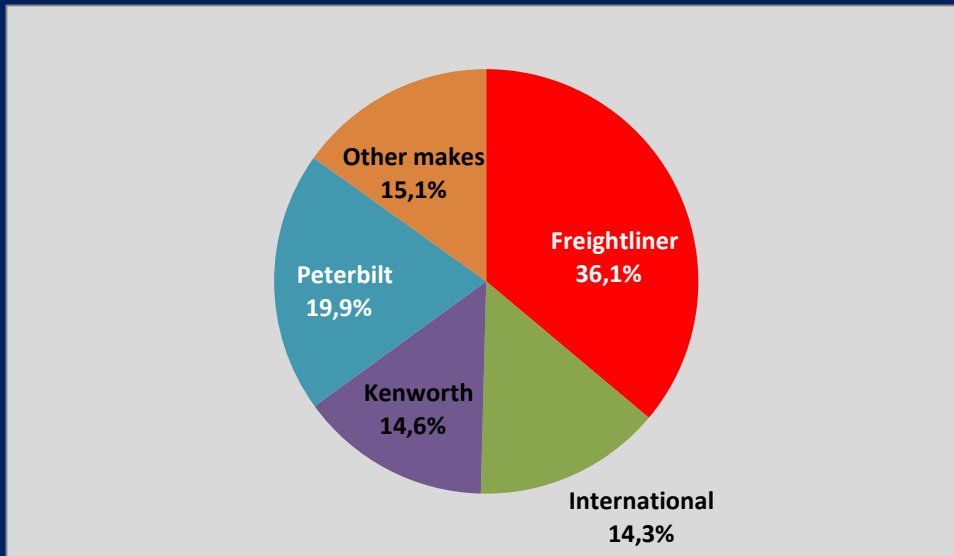
According to preliminary data from Ward's Automotive, with 25,007 units, sales of Class 8 vehicles increased by 5.7% compared to September, but rose by 39.5% compared to October last year. In the first 10 months cumulative sales reached 203,242 units, 33.4% more than the same period last year when 152,400 units were sold. With this value the total of last year

when 192,243 units were reached has already been exceeded, and it is the opinion of the analysts that at the end of the year the 250,000 units will be exceeded, highest value after the record year, 2006, when sales exploded while waiting for the new emission standards set for 2007.

Orders continue to show a progressive increase over the previous year. According to what



reported by Trucks News, ACT Research reports a preliminary figure of over 43,000 units in October, up 2% on the large volume in September and 19% on the same month last year. Fleets continue to order a record number of trucks to ensure what's left of next year's production lots. It is expected that transport volumes will remain high for most of the next year while maintaining high-voltage production capacity to meet the demand for trucks.



Alongside the ranking in total of October market shares of the most important heavy truck brands in the US.

The total number of industrial vehicles sold in October,

between medium and heavy classes, amounted to 45.638 units compared to 36.494 units last year, 20.2% more, mainly due to the vehicles of class 8.

