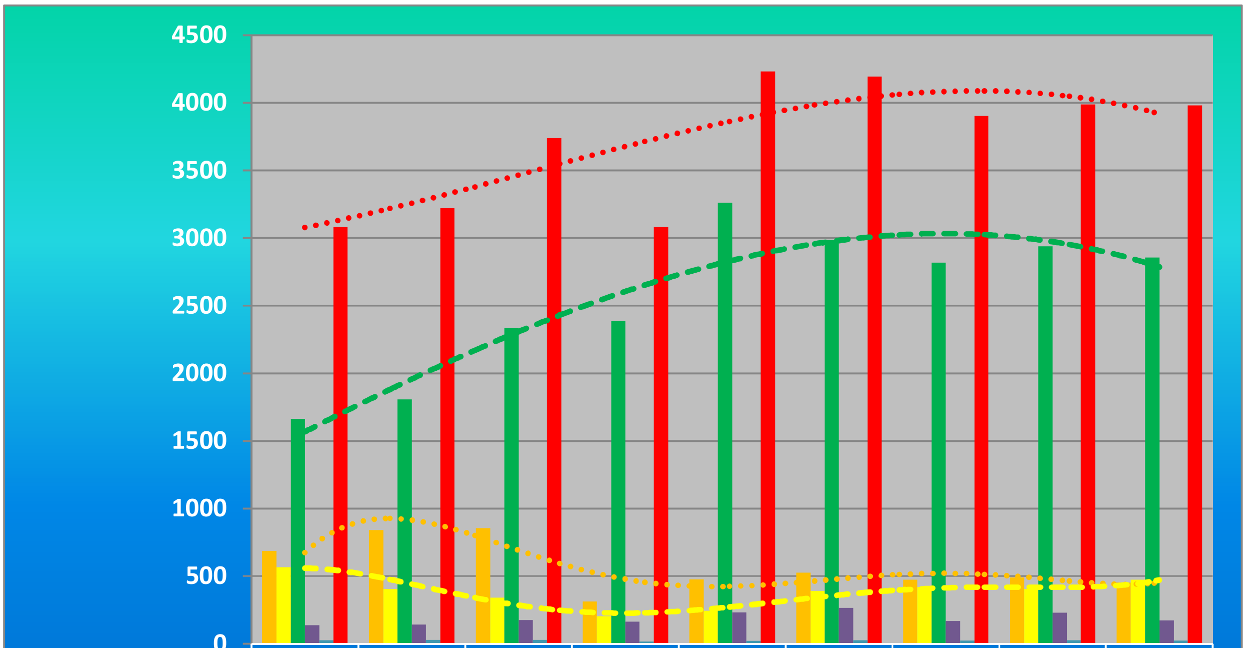
World Production of Heavy-duty trucks (> 7 t)

Source: elaborations of Centro Studi Subalpino on2015* OICA data
values in thousand units.

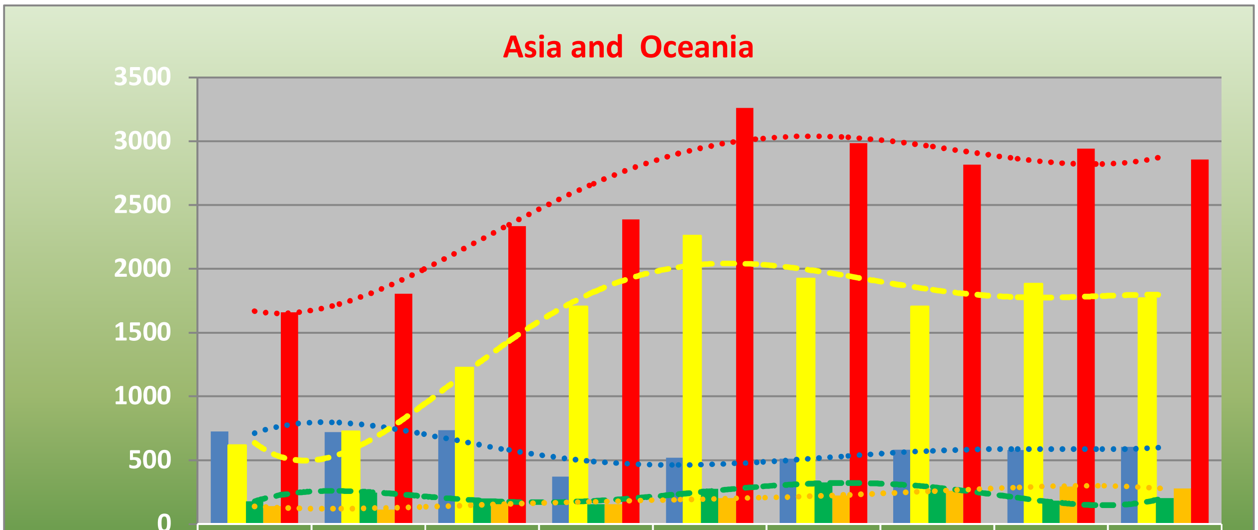
* For EU data estimated by CSS for lack of official data from Germany, France, Netherlands and Sweden

The World Production of Heavy-duty Trucks (according to OICA classification, that includes all vehicles above 7 ton), which had been contracting since 2011, and recovered in 2013, remained stable last year, mainly thanks to the substantial increase in the NAFTA area, grown by 17%. Down the production of trucks in Europe (-8%), Asia (-2.8%) and South America (-23.7%).

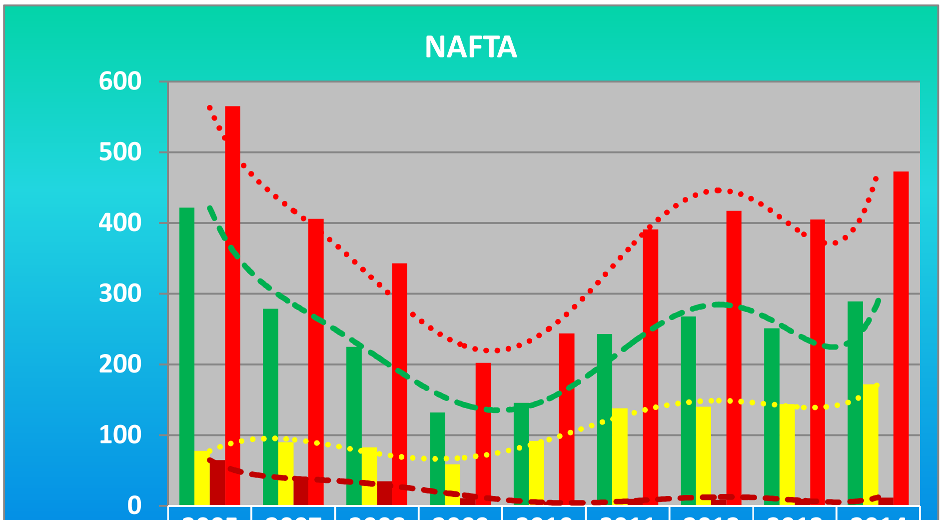


	2005	2007	2008	2009	2010	2011	2012	2013	2014
Europe*	688	839	857	311	476	526	474	490	452
Nafta	566	405	343	203	243	391	417	405	474
Asia	1662	1805	2335	2386	3260	2985	2817	2940	2857
South America	138	142	175	164	232	265	170	228	174
Africa	27	29	29	17	22	26	25	26	25
Total World	3081	3220	3739	3081	4233	4193	3903	3988	3982

Looking in more detail to the individual geographic areas back to loss China where registrations, after the recovery of 2013, went down by 6%. Up instead India, with an increase of 11.8%, South Korea with +11% and Japan (+4.2%). Indonesia still falls losing another 8.1% after the good performances until 2012, but falls dramatically Thailand losing 63.9% with total registrations amounting to only 14,930 units against 41,341 in the previous year. Positive results in most of the small local entities. Overall Asia and Oceania lost 2.8%.

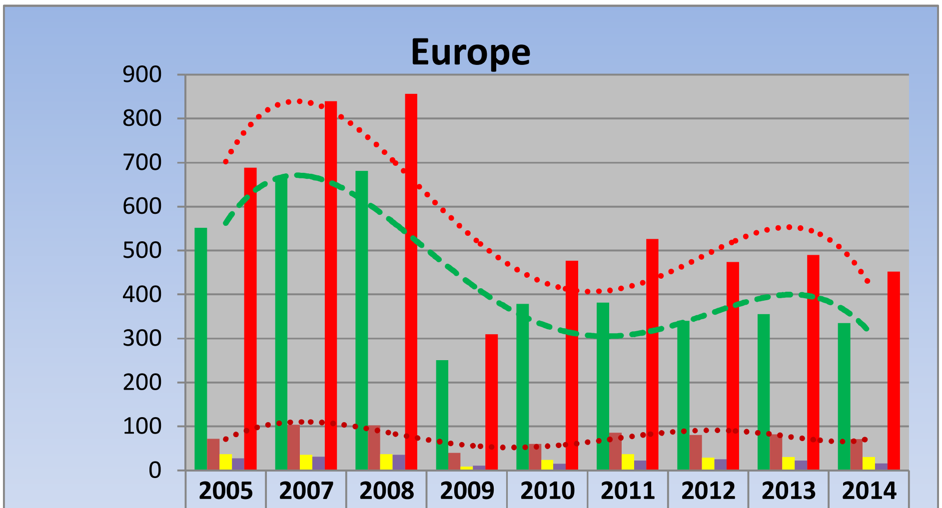


	2005	2007	2008	2009	2010	2011	2012	2013	2014
Japan	724	719	735	372	521	512	583	580	605
China	617	726	1225	1704	2259	1924	1704	1882	1770
India	179	246	203	155	276	326	270	183	205
Others	141	114	172	155	205	223	260	295	277
Total Asia	1661	1805	2335	2386	3261	2985	2817	2940	2857



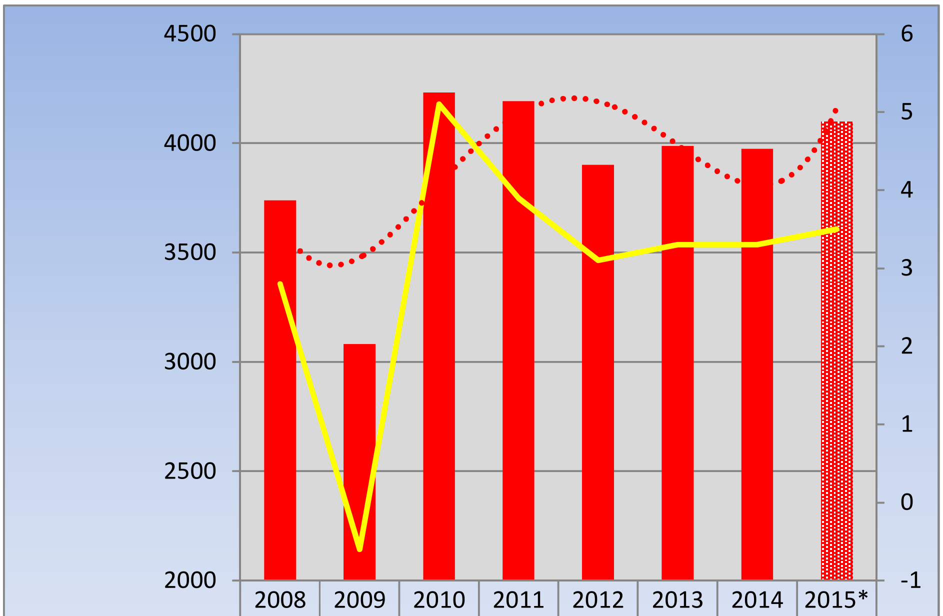
	2005	2007	2008	2009	2010	2011	2012	2013	2014
USA	422	279	225	132	146	243	268	251	289
Mexico	78	90	83	59	92	138	140	144	172
Canada	65	37	35	11	6	10	9	10	12
T. Nafta	565	406	343	202	244	391	417	405	473

Goes up significantly NAFTA, after the losses of 2013 as a result of declining sales in the US that year. In 2014, production increased by 17%, both in the USA (+ 15.4%) and Mexico (+19.7%). Canada also increased, although truck production remains insignificant in the country, aimed at sales on the spot, since USA Manufacturers have since a few years relocated the production of trucks in the domestic sites or in Mexico.



	2005	2007	2008	2009	2010	2011	2012	2013	2014
Eu*	**552**	**670**	**681**	**251**	**378**	**382**	**340**	**356**	**335**
Russia	**72**	**104**	**102**	**40**	**60**	**85**	**80**	**82**	**71**
Turkey	**37**	**35**	**37**	**8**	**24**	**37**	**29**	**30**	**30**
others	**27**	**31**	**36**	**11**	**15**	**22**	**25**	**22**	**16**
T Europe	**688**	**840**	**856**	**310**	**477**	**526**	**474**	**490**	**452**

After the slight progress in 2013 continued to decline, according to our estimates, the production of trucks in Europe, especially for the decline in the EU, due to the recession that has hit especially the Euro area, at least until mid 2013. With the new drop in demand, which occurred as early as the second half of 2011 (and only interrupted at the end of 2013 for the anticipation of purchases for the entry into force of the new emission standards in 2014) the productive volumes, which had gone progressively growing after the collapse caused by the global crisis of 2009, returned to fall and a reversal of the trend will perhaps occur in the current year, as the economic recovery worldwide consolidates.

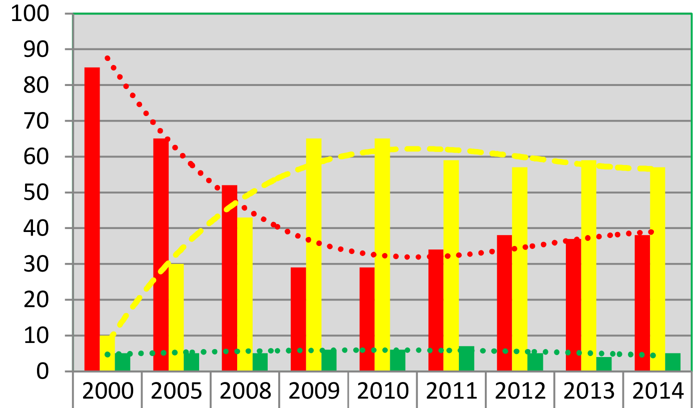


	2008	2009	2010	2011	2012	2013	2014	2015*
Production	3739	3081	4233	4193	3903	3988	3975	4100
GDP % incr.	2,8	-0,6	5,1	3,9	3,1	3,3	3,3	3,5

In this regard it is interesting to note that since 2008 the trends of GDP and world production were almost parallel (Correlation Coeff. 0.97), which allow to foresee that with the recovery in income also production will return to growth.

* Forecast

Localization of Production.



	2000	2005	2008	2009	2010	2011	2012	2013	2014
Europe,Nafta,Japan	85	65	52	29	29	34	38	37	38
Asia (ex Japan)	10	30	43	65	65	59	57	59	57
Others	5	5	5	6	6	7	5	4	5

In the ten years from 2000 to 2010 the localization of production volumes has radically overturned, moving from the three traditional areas, (Europe, NAFTA and Japan) to Asia, and particularly in China. In practice, the three major areas together fell from 85% in 2000, to 38% last year. Asia, excluding Japan, arrived in 2010 to represent two-thirds of world production (including Japan the Asian continent accounted for 77% of world production). Since 2011, however, the trend has slightly reversed for the recovery of the big three traditional areas, essentially NAFTA and Japan, in 2012 and 2014, while China has fallen by 21.6% between 2011 and 2014. It remains to by far the world's largest producer, accounting for 44% of the trucks produced in the world and over 62% of those produced in Asia-Oceania. In practice, despite everything, almost half of the trucks > 7t produced in the World comes from some Chinese factory, but remains, for the moment, in the Far East. But until when?