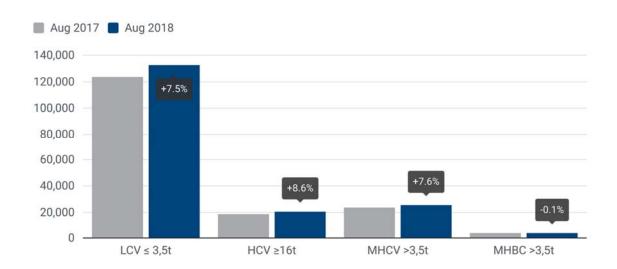


PRESS EMBARGO: 8.00 AM (6.00 AM GMT), 26 September 2018

NEW COMMERCIAL VEHICLE REGISTRATIONS EUROPEAN UNION¹

July and August 2018



Commercial vehicle registrations: +4.8% eight months into 2018; +2.3% in July and +7.3% in August

Total new commercial vehicles

New commercial vehicle registrations increased both in **July and August 2018** (+2.3% and +7.3% respectively), marking the fifth consecutive month of growth. All segments performed well during the summer months. The major EU markets saw strong demand in August: Spain (+18.0%), France (+13.3%) and Germany (+11.7%) posted double-digit increases, although the United Kingdom (+2.4%) and Italy (+1.7%) showed more modest growth.

During the first eight months of 2018, the EU market expanded by 4.8% to reach 1.6 million new commercial vehicles. Spain saw the strongest growth over this period (+10.8%), followed by France (+6.0%), Germany (+4.4%) and Italy (+1.6%). By contrast, the UK market for commercial vehicles contracted by 3.0% so far this year.

¹ Malta not available



New light commercial vehicles (LCV) up to 3.5t2

In August 2018, demand for light commercial vehicles grew by 7.5%, mainly driven by the excellent performance of the new EU member states (+14.5%). Among the five major markets, Spain (+20.2%), France (+12.7%), Germany (+12.7%) and the UK (+5.0%) did very well, but demand declined in Italy (-3.0%). In total, 132,905 new vans were registered across the EU in August.

From January to August 2018, EU demand for vans increased by 4.8% compared to one year ago, with a total of 1,352,326 units registered so far. Results were diverse among the major EU markets, with the United Kingdom (-2.2%) and Italy (-0.4%) posting declines, while Spain (+11.6%), France (+5.7%) and Germany (+5.4%) all recorded growth.

New heavy commercial vehicles (HCV) of 16t and over3

August 2018 registrations in the heavy truck segment were significantly higher (+8.6%) than one year ago. France (+15.6%), Spain (+10.7%), Germany (+9.6%) and Italy (+4.7%) contributed positively to the EU's growth, but registrations fell in the UK (-9.4%).

Eight months into the year, demand for new heavy trucks remained positive across the EU, registrations were up 5.1% compared to 2017. Overall, 205,628 new vehicles were registered so far in 2018. The only major market to post a decline was the United Kingdom (-8.9%), while Italy (+13.3%), France (+10.0%), Spain (+4.2%) and Germany (+2.5%) performed well so far this year.

New medium and heavy commercial vehicles (MHCV) over 3.5t4

In August 2018, new truck registrations grew for the third consecutive month (+7.6%), counting 25,541 units. Strong growth was observed in almost all major EU markets except for the UK (-7.9%); the French market saw the strongest increase (+16.1%) in August.

Over the first eight months of the year, EU demand for new trucks went up by 4.8% to reach 252,999 registrations across the region. Italy (+11.8%), France (+8.9%), Spain (+5.6%) and Germany (+2.0%) performed well, but new truck registrations fell in the United Kingdom (-6.9%).

New medium and heavy buses & coaches (MHBC) over 3.5t

August 2018 results for the bus and coach segment were similar to last year, following July's strong recovery in demand (+18.1%). The five key EU markets showed diverging trends: France (+19.3%), Germany (+23.6%) and especially Italy (+160.1%) posted excellent results, while the Spanish (-54.9%) and UK (-18.1%) markets faced substantial declines.

From January to August 2018, EU bus and coach registrations were slightly higher than one year ago (+1.3%), counting 27,527 new vehicles. Demand increased significantly in Italy (+35.2%), but the market contracted in the United Kingdom (-13.0%), Germany (-3.6%) and Spain (-2.8%). The new EU member states made a substantial contribution (+16.1%) to the overall result.

² Including light buses & coaches

³ Excluding heavy buses & coaches

⁴ Excluding medium and heavy buses & coaches

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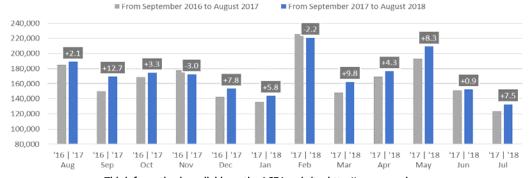
PROVISIONAL

EU+EFTA¹ NEW REGISTRATION FIGURES BY COUNTRY NEW LIGHT COMMERCIAL VEHICLES (LCV) UP TO 3.5T²

| | August | August | % change | Jan-Aug | Jan-Aug | % change |
|------------------------------|---------|---------|----------|-----------|-----------|----------|
| | 2018 | 2017 | 18/17 | 2018 | 2017 | 18/17 |
| AUSTRIA | 3,539 | 3,226 | 9.7% | 30,147 | 27,372 | 10.1% |
| BELGIUM | 5,805 | 5,415 | 7.2% | 53,664 | 53,970 | -0.6% |
| BULGARIA | 555 | 535 | 3.7% | 3,907 | 3,579 | 9.2% |
| CROATIA | 541 | 483 | 12.0% | 6,148 | 5,949 | 3.3% |
| CYPRUS | 86 | 99 | -13.1% | 1,218 | 1,282 | -5.0% |
| CZECH REPUBLIC | 1,784 | 1,876 | -4.9% | 13,013 | 12,499 | 4.1% |
| DENMARK | 2,988 | 3,216 | -7.1% | 22,181 | 23,801 | -6.8% |
| ESTONIA | 441 | 447 | -1.3% | 3,646 | 3,222 | 13.2% |
| FINLAND | 1,063 | 1,261 | -15.7% | 10,584 | 10,520 | 0.6% |
| FRANCE | 26,204 | 23,241 | 12.7% | 300,473 | 284,387 | 5.7% |
| GERMANY | 25,203 | 22,361 | 12.7% | 183,504 | 174,126 | 5.4% |
| GREECE | 441 | 472 | -6.6% | 4,642 | 4,526 | 2.6% |
| HUNGARY | 1,761 | 1,485 | 18.6% | 14,249 | 11,754 | 21.2% |
| IRELAND ³ | 1,418 | 1,380 | 2.8% | 22,504 | 21,055 | 6.9% |
| ITALY ⁴ | 9,000 | 9,274 | -3.0% | 113,245 | 113,739 | -0.4% |
| LATVIA | 245 | 178 | 37.6% | 1,611 | 1,373 | 17.3% |
| LITHUANIA | 252 | 334 | -24.6% | 2,466 | 2,214 | 11.4% |
| LUXEMBOURG | 367 | 402 | -8.7% | 3,194 | 3,125 | 2.2% |
| NETHERLANDS | 5,498 | 5,104 | 7.7% | 55,205 | 51,928 | 6.3% |
| POLAND | 5,210 | 4,744 | 9.8% | 43,312 | 39,119 | 10.7% |
| PORTUGAL | 2,872 | 2,474 | 16.1% | 25,099 | 24,178 | 3.8% |
| ROMANIA | 2,308 | 1,402 | 64.6% | 12,359 | 10,468 | 18.1% |
| SLOVAKIA | 758 | 582 | 30.2% | 5,797 | 4,897 | 18.4% |
| SLOVENIA | 977 | 859 | 13.7% | 8,373 | 8,045 | 4.1% |
| SPAIN | 15,414 | 12,826 | 20.2% | 147,833 | 132,469 | 11.6% |
| SWEDEN | 1,781 | 4,375 | -59.3% | 43,553 | 34,982 | 24.5% |
| UNITED KINGDOM | 16,394 | 15,619 | 5.0% | 220,399 | 225,311 | -2.2% |
| EUROPEAN UNION | 132,905 | 123,670 | 7.5% | 1,352,326 | 1,289,890 | 4.8% |
| EU15 ⁵ | 117,987 | 110,646 | 6.6% | 1,236,227 | 1,185,489 | 4.3% |
| EU12 ⁶ | 14,918 | 13,024 | 14.5% | 116,099 | 104,401 | 11.2% |
| ICELAND | 131 | 153 | -14.4% | 1,403 | 1,454 | -3.5% |
| NORWAY | 3,499 | 3,667 | -4.6% | 24,306 | 23,401 | 3.9% |
| SWITZERLAND | 2,669 | 2,496 | 6.9% | 21,252 | 20,855 | 1.9% |
| EFTA | 6,299 | 6,316 | -0.3% | 46,961 | 45,710 | 2.7% |
| EU + EFTA | 139,204 | 129,986 | 7.1% | 1,399,287 | 1,335,600 | 4.8% |
| WESTERN EUROPE (EU15 + EFTA) | 124,286 | 116,962 | 6.3% | 1,283,188 | 1,231,199 | 4.2% |

SOURCE: NATIONAL AUTOMOBILE MANUFACTURERS' ASSOCIATIONS

New light commercial vehicle registrations in the EU - 12 month trend



¹ Malta not available

⁴ ANFIA estimates

² Including light buses and coaches ~ LCV ≤6T

⁵ Member states before the 2004 enlargement

⁶ Member states having joined the EU since 2004

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8.00 AM (6.00 AM GMT), 26 September 2018

PROVISIONAL

EU+EFTA NEW REGISTRATION FIGURES BY COUNTRY
NEW HEAVY COMMERCIAL VEHICLES (HCV) OF 16T AND OVER¹

| | August | August | % change | Jan-Aug | Jan-Aug | % change |
|------------------------------|------------|--------|----------|---------|---------|----------|
| | 2018 | 2017 | 18/17 | 2018 | 2017 | 18/17 |
| AUSTRIA | 532 | 498 | 6.8% | 5,293 | 5,345 | -1.0% |
| BELGIUM | 589 | 512 | 15.0% | 6,326 | 5,912 | 7.0% |
| BULGARIA | - | - | | - | - | |
| CROATIA | 75 | 59 | 27.1% | 739 | 752 | -1.7% |
| CYPRUS | 2 | 1 | 100.0% | 28 | 53 | -47.2% |
| CZECH REPUBLIC ² | 518 | 509 | 1.8% | 5,206 | 5,144 | 1.2% |
| DENMARK | 414 | 398 | 4.0% | 3,038 | 2,999 | 1.3% |
| ESTONIA | 55 | 48 | 14.6% | 725 | 673 | 7.7% |
| FINLAND | 198 | 219 | -9.6% | 1,957 | 1,979 | -1.1% |
| FRANCE | 2,219 | 1,920 | 15.6% | 31,056 | 28,233 | 10.0% |
| GERMANY | 5,422 | 4,947 | 9.6% | 45,300 | 44,194 | 2.5% |
| GREECE | 14 | 16 | -12.5% | 126 | 160 | -21.3% |
| HUNGARY | 421 | 354 | 18.9% | 3,965 | 3,298 | 20.2% |
| IRELAND⁴ | 162 | 128 | 26.6% | 1,506 | 1,572 | -4.2% |
| ITALY ³ | 1,161 | 1,109 | 4.7% | 14,311 | 12,632 | 13.3% |
| LATVIA | 87 | 68 | 27.9% | 925 | 798 | 15.9% |
| LITHUANIA ⁴ | 590 | 540 | 9.3% | 5,842 | 4,568 | 27.9% |
| LUXEMBOURG ⁴ | 97 | 71 | 36.6% | 646 | 710 | -9.0% |
| NETHERLANDS | 919 | 764 | 20.3% | 10,365 | 9,261 | 11.9% |
| POLAND | 1,830 | 1,688 | 8.4% | 17,609 | 15,666 | 12.4% |
| PORTUGAL | 298 | 361 | -17.5% | 2,487 | 2,664 | -6.6% |
| ROMANIA | 531 | 374 | 42.0% | 4,426 | 3,980 | 11.2% |
| SLOVAKIA | 262 | 209 | 25.4% | 2,663 | 2,563 | 3.9% |
| SLOVENIA ⁴ | 184 | 143 | 28.7% | 1,753 | 1,455 | 20.5% |
| SPAIN | 1,335 | 1,206 | 10.7% | 12,522 | 12,017 | 4.2% |
| SWEDEN | 478 | 464 | 3.0% | 3,889 | 3,865 | 0.6% |
| UNITED KINGDOM ⁴ | 1,856 | 2,048 | -9.4% | 22,925 | 25,173 | -8.9% |
| EUROPEAN UNION | 20,249 | 18,654 | 8.6% | 205,628 | 195,666 | 5.1% |
| EU15 | 15,694 | 14,661 | 7.0% | 161,747 | 156,716 | 3.2% |
| EU12 | 4,555 | 3,993 | 14.1% | 43,881 | 38,950 | 12.7% |
| ICELAND | 21 | 22 | -4.5% | 176 | 149 | 18.1% |
| NORWAY⁴ | 448 | 384 | 16.7% | 3,270 | 3,065 | 6.7% |
| SWITZERLAND ² | 290 | 330 | -12.1% | 2,476 | 2,626 | -5.7% |
| EFTA | <i>759</i> | 736 | 3.1% | 5,922 | 5,840 | 1.4% |
| EU + EFTA | 21,008 | 19,390 | 8.3% | 211,550 | 201,506 | 5.0% |
| WESTERN EUROPE (EU15 + EFTA) | 16,453 | 15,397 | 6.9% | 167,669 | 162,556 | 3.1% |

SOURCE: NATIONAL AUTOMOBILE MANUFACTURERS' ASSOCIATIONS

New heavy commercial vehicle registrations in the EU - 12 month trend



¹ Excluding heavy buses and coaches ² HCV ≥18t

 $^{^3\,} ANFIA\ estimates\ based\ on\ vehicle\ registration\ certificates\ is sued\ by\ the\ Italian\ Ministry\ of\ Transport$

St ⁴ Estimates

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8.00 AM (6.00 AM GMT), 26 September 2018

PROVISIONAL

EU+EFTA NEW REGISTRATION FIGURES BY COUNTRY NEW MEDIUM AND HEAVY COMMERCIAL VEHICLES (MHCV) OVER $3.5 \mathrm{T}^{1}$

| | August | August | % change | Jan-Aug | Jan-Aug | % change |
|------------------------------|--------|--------|----------|---------|---------|----------|
| | 2018 | 2017 | 18/17 | 2018 | 2017 | 18/17 |
| AUSTRIA | 590 | 568 | 3.9% | 5,595 | 5,665 | -1.2% |
| BELGIUM | 703 | 616 | 14.1% | 7,486 | 6,897 | 8.5% |
| BULGARIA | - | - | | - | - | |
| CROATIA | 94 | 83 | 13.3% | 1,012 | 969 | 4.4% |
| CYPRUS | 6 | 3 | 100.0% | 77 | 76 | 1.3% |
| CZECH REPUBLIC | 662 | 602 | 10.0% | 6,375 | 6,147 | 3.7% |
| DENMARK | 442 | 441 | 0.2% | 3,305 | 3,304 | 0.03% |
| ESTONIA | 59 | 55 | 7.3% | 782 | 703 | 11.2% |
| FINLAND | 260 | 253 | 2.8% | 2,575 | 2,366 | 8.8% |
| FRANCE | 2,581 | 2,224 | 16.1% | 35,900 | 32,972 | 8.9% |
| GERMANY | 7,739 | 7,178 | 7.8% | 63,027 | 61,774 | 2.0% |
| GREECE | 33 | 28 | 17.9% | 244 | 309 | -21.0% |
| HUNGARY | 486 | 410 | 18.5% | 4,370 | 3,636 | 20.2% |
| IRELAND | 176 | 160 | 10.0% | 1,803 | 1,852 | -2.6% |
| ITALY ² | 1,510 | 1,396 | 8.2% | 17,680 | 15,813 | 11.8% |
| LATVIA | 96 | 73 | 31.5% | 969 | 826 | 17.3% |
| LITHUANIA ³ | 595 | 546 | 9.0% | 5,918 | 4,635 | 27.7% |
| LUXEMBOURG | 99 | 78 | 26.9% | 747 | 828 | -9.8% |
| NETHERLANDS | 1,020 | 867 | 17.6% | 11,467 | 10,204 | 12.4% |
| POLAND | 2,026 | 1,896 | 6.9% | 19,143 | 17,058 | 12.2% |
| PORTUGAL | 426 | 423 | 0.7% | 3,119 | 3,212 | -2.9% |
| ROMANIA | 554 | 397 | 39.5% | 4,612 | 4,191 | 10.0% |
| SLOVAKIA | 306 | 255 | 20.0% | 2,976 | 2,854 | 4.3% |
| SLOVENIA ³ | 186 | 153 | 21.6% | 1,846 | 1,561 | 18.3% |
| SPAIN | 1,636 | 1,539 | 6.3% | 15,660 | 14,828 | 5.6% |
| SWEDEN | 513 | 503 | 2.0% | 4,231 | 4,214 | 0.4% |
| UNITED KINGDOM ³ | 2,743 | 2,979 | -7.9% | 32,080 | 34,443 | -6.9% |
| EUROPEAN UNION | 25,541 | 23,726 | 7.6% | 252,999 | 241,337 | 4.8% |
| EU15 | 20,471 | 19,253 | 6.3% | 204,919 | 198,681 | 3.1% |
| EU12 | 5,070 | 4,473 | 13.3% | 48,080 | 42,656 | 12.7% |
| ICELAND | 35 | 35 | 0.0% | 290 | 276 | 5.1% |
| NORWAY | 625 | 546 | 14.5% | 4,898 | 4,396 | 11.4% |
| SWITZERLAND | 376 | 411 | -8.5% | 3,111 | 3,176 | -2.0% |
| EFTA | 1,036 | 992 | 4.4% | 8,299 | 7,848 | 5.7% |
| EU + EFTA | 26,577 | 24,718 | 7.5% | 261,298 | 249,185 | 4.9% |
| WESTERN EUROPE (EU15 + EFTA) | 21,507 | 20,245 | 6.2% | 213,218 | 206,529 | 3.2% |

SOURCE: NATIONAL AUTOMOBILE MANUFACTURERS' ASSOCIATIONS

New medium and heavy commercial vehicle registrations in the EU - 12 month trend



 $^{^{\}scriptscriptstyle 1}$ Excluding buses and coaches over 3.5t

 $^{^2\,} ANFIA\ estimates\ based\ on\ vehicle\ registration\ certificates\ issued\ by\ the\ Italian\ Ministry\ of\ Transport$

³ Estimates

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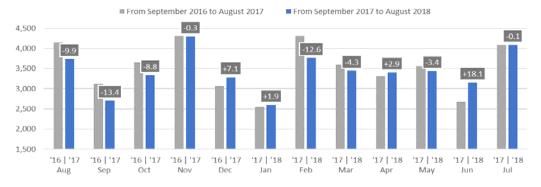
PROVISIONAL

EU+EFTA NEW REGISTRATION FIGURES BY COUNTRY NEW MEDIUM AND HEAVY BUSES & COACHES (MHBC) OVER 3.5T

| | August | August | % change | Jan-Aug | Jan-Aug | % change |
|------------------------------|--------|--------|----------|---------|---------|----------|
| | 2018 | 2017 | 18/17 | 2018 | 2017 | 18/17 |
| AUSTRIA | 116 | 161 | -28.0% | 706 | 811 | -12.9% |
| BELGIUM | 94 | 101 | -6.9% | 755 | 691 | 9.3% |
| BULGARIA | - | - | | - | - | |
| CROATIA | 17 | 4 | 325.0% | 195 | 163 | 19.6% |
| CYPRUS | - | - | | - | - | |
| CZECH REPUBLIC | 108 | 34 | 217.6% | 754 | 442 | 70.6% |
| DENMARK | 48 | 142 | -66.2% | 394 | 594 | -33.7% |
| ESTONIA | 10 | 15 | -33.3% | 125 | 190 | -34.2% |
| FINLAND | 91 | 128 | -28.9% | 355 | 360 | -1.4% |
| FRANCE | 1,266 | 1,061 | 19.3% | 4,452 | 4,070 | 9.4% |
| GERMANY | 560 | 453 | 23.6% | 4,202 | 4,358 | -3.6% |
| GREECE | 17 | 14 | 21.4% | 179 | 129 | 38.8% |
| HUNGARY | 24 | 93 | -74.2% | 415 | 401 | 3.5% |
| IRELAND | 25 | 44 | -43.2% | 343 | 246 | 39.4% |
| ITALY ¹ | 554 | 213 | 160.1% | 3,061 | 2,264 | 35.2% |
| LATVIA | 14 | 9 | 55.6% | 88 | 103 | -14.6% |
| LITHUANIA ² | 100 | 104 | -3.8% | 438 | 276 | 58.7% |
| LUXEMBOURG | 13 | 7 | 85.7% | 185 | 168 | 10.1% |
| NETHERLANDS | 14 | 46 | -69.6% | 381 | 473 | -19.5% |
| POLAND | 224 | 188 | 19.1% | 1,812 | 1,557 | 16.4% |
| PORTUGAL | 20 | 15 | 33.3% | 283 | 274 | 3.3% |
| ROMANIA | 112 | 110 | 1.8% | 685 | 674 | 1.6% |
| SLOVAKIA | 20 | 18 | 11.1% | 192 | 208 | -7.7% |
| SLOVENIA ² | 8 | 31 | -74.2% | 105 | 129 | -18.6% |
| SPAIN | 60 | 133 | -54.9% | 1,966 | 2,022 | -2.8% |
| SWEDEN | 178 | 485 | -63.3% | 577 | 962 | -40.0% |
| UNITED KINGDOM ² | 393 | 480 | -18.1% | 4,879 | 5,610 | -13.0% |
| EUROPEAN UNION | 4,086 | 4,089 | -0.1% | 27,527 | 27,175 | 1.3% |
| EU15 | 3,449 | 3,483 | -1.0% | 22,718 | 23,032 | -1.4% |
| EU12 | 637 | 606 | 5.1% | 4,809 | 4,143 | 16.1% |
| ICELAND | 13 | 13 | 0.0% | 77 | 127 | -39.4% |
| NORWAY | 51 | 120 | -57.5% | 848 | 807 | 5.1% |
| SWITZERLAND | 70 | 71 | -1.4% | 378 | 396 | -4.5% |
| EFTA | 134 | 204 | -34.3% | 1,303 | 1,330 | -2.0% |
| EU + EFTA | 4,220 | 4,293 | -1.7% | 28,830 | 28,505 | 1.1% |
| WESTERN EUROPE (EU15 + EFTA) | 3,583 | 3,687 | -2.8% | 24,021 | 24,362 | -1.4% |

SOURCE: NATIONAL AUTOMOBILE MANUFACTURERS' ASSOCIATIONS

New medium and heavy buses & coaches registrations in the EU - 12 month trend



 $^{^{\}mathtt{1}}$ ANFIA estimates based on vehicle registration certificates issued by the Italian Ministry of Transport

² Estimates

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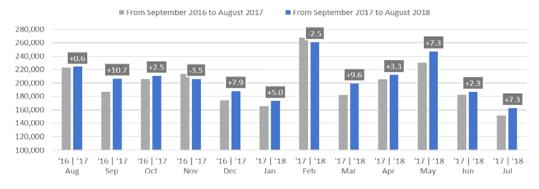
PROVISIONAL

EU+EFTA NEW REGISTRATION FIGURES BY COUNTRY TOTAL NEW COMMERCIAL VEHICLES

| | August | August | % change | Jan-Aug | Jan-Aug | % change |
|------------------------------|---------|---------|----------|-----------|-----------|----------|
| | 2018 | 2017 | 18/17 | 2018 | 2017 | 18/17 |
| AUSTRIA | 4,245 | 3,955 | 7.3% | 36,448 | 33,848 | 7.7% |
| BELGIUM | 6,602 | 6,132 | 7.7% | 61,905 | 61,558 | 0.6% |
| BULGARIA ¹ | 555 | 535 | 3.7% | 3,907 | 3,579 | 9.2% |
| CROATIA | 652 | 570 | 14.4% | 7,355 | 7,081 | 3.9% |
| CYPRUS ² | 92 | 102 | -9.8% | 1,295 | 1,358 | -4.6% |
| CZECH REPUBLIC | 2,554 | 2,512 | 1.7% | 20,142 | 19,088 | 5.5% |
| DENMARK | 3,478 | 3,799 | -8.4% | 25,880 | 27,699 | -6.6% |
| ESTONIA | 510 | 517 | -1.4% | 4,553 | 4,115 | 10.6% |
| FINLAND | 1,414 | 1,642 | -13.9% | 13,514 | 13,246 | 2.0% |
| FRANCE | 30,051 | 26,526 | 13.3% | 340,825 | 321,429 | 6.0% |
| GERMANY | 33,502 | 29,992 | 11.7% | 250,733 | 240,258 | 4.4% |
| GREECE | 491 | 514 | -4.5% | 5,065 | 4,964 | 2.0% |
| HUNGARY | 2,271 | 1,988 | 14.2% | 19,034 | 15,791 | 20.5% |
| IRELAND | 1,619 | 1,584 | 2.2% | 24,650 | 23,153 | 6.5% |
| ITALY | 11,064 | 10,883 | 1.7% | 133,986 | 131,816 | 1.6% |
| LATVIA | 355 | 260 | 36.5% | 2,668 | 2,302 | 15.9% |
| LITHUANIA | 947 | 984 | -3.8% | 8,822 | 7,125 | 23.8% |
| LUXEMBOURG | 479 | 487 | -1.6% | 4,126 | 4,121 | 0.1% |
| NETHERLANDS | 6,532 | 6,017 | 8.6% | 67,053 | 62,605 | 7.1% |
| POLAND | 7,460 | 6,828 | 9.3% | 64,267 | 57,734 | 11.3% |
| PORTUGAL | 3,318 | 2,912 | 13.9% | 28,501 | 27,664 | 3.0% |
| ROMANIA | 2,974 | 1,909 | 55.8% | 17,656 | 15,333 | 15.2% |
| SLOVAKIA | 1,084 | 855 | 26.8% | 8,965 | 7,959 | 12.6% |
| SLOVENIA | 1,171 | 1,043 | 12.3% | 10,324 | 9,735 | 6.1% |
| SPAIN | 17,110 | 14,498 | 18.0% | 165,459 | 149,319 | 10.8% |
| SWEDEN | 2,472 | 5,363 | -53.9% | 48,361 | 40,158 | 20.4% |
| UNITED KINGDOM | 19,530 | 19,078 | 2.4% | 257,358 | 265,364 | -3.0% |
| EUROPEAN UNION | 162,532 | 151,485 | 7.3% | 1,632,852 | 1,558,402 | 4.8% |
| EU15 | 141,907 | 133,382 | 6.4% | 1,463,864 | 1,407,202 | 4.0% |
| EU12 | 20,625 | 18,103 | 13.9% | 168,988 | 151,200 | 11.8% |
| ICELAND | 179 | 201 | -10.9% | 1,770 | 1,857 | -4.7% |
| NORWAY | 4,175 | 4,333 | -3.6% | 30,052 | 28,604 | 5.1% |
| SWITZERLAND | 3,115 | 2,978 | 4.6% | 24,741 | 24,427 | 1.3% |
| EFTA | 7,469 | 7,512 | -0.6% | 56,563 | 54,888 | 3.1% |
| EU + EFTA | 170,001 | 158,997 | 6.9% | 1,689,415 | 1,613,290 | 4.7% |
| WESTERN EUROPE (EU15 + EFTA) | 149,376 | 140,894 | 6.0% | 1,520,427 | 1,462,090 | 4.0% |

SOURCE: NATIONAL AUTOMOBILE MANUFACTURERS' ASSOCIATIONS

Total new commercial vehicle registrations in the EU - 12 month trend



 $^{^{\}scriptscriptstyle 1}$ Data for MHCV and MHBC not available

² Data for MHBC not available

PRESS EMBARGO FOR ALL DATA:

8.00 AM (6.00 AM GMT), 26 September 2018

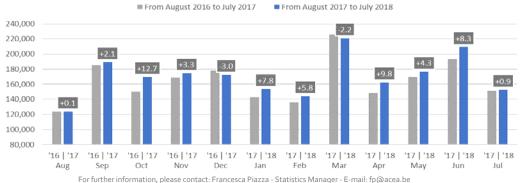
PROVISIONAL

EU+EFTA¹ NEW REGISTRATION FIGURES BY COUNTRY NEW LIGHT COMMERCIAL VEHICLES (LCV) UP TO 3.5T²

| | July | July | % change | Jan-Jul | Jan-Jul | % change |
|------------------------------|---------|---------|----------|-----------|-----------|----------|
| | 2018 | 2017 | 18/17 | 2018 | 2017 | 18/17 |
| AUSTRIA | 3,338 | 3,408 | -2.1% | 26,608 | 24,146 | 10.2% |
| BELGIUM | 5,172 | 5,392 | -4.1% | 47,859 | 48,555 | -1.4% |
| BULGARIA | 353 | 344 | 2.6% | 3,352 | 3,044 | 10.1% |
| CROATIA | 729 | 831 | -12.3% | 5,607 | 5,466 | 2.6% |
| CYPRUS | 194 | 187 | 3.7% | 1,132 | 1,183 | -4.3% |
| CZECH REPUBLIC | 1,418 | 1,331 | 6.5% | 11,229 | 10,623 | 5.7% |
| DENMARK | 1,894 | 2,071 | -8.5% | 19,193 | 20,585 | -6.8% |
| ESTONIA | 375 | 337 | 11.3% | 3,205 | 2,775 | 15.5% |
| FINLAND | 870 | 895 | -2.8% | 9,521 | 9,259 | 2.8% |
| FRANCE | 33,827 | 32,172 | 5.1% | 274,269 | 261,146 | 5.0% |
| GERMANY | 21,462 | 21,385 | 0.4% | 158,301 | 151,765 | 4.3% |
| GREECE | 648 | 573 | 13.1% | 4,201 | 4,054 | 3.6% |
| HUNGARY | 1,864 | 1,400 | 33.1% | 12,488 | 10,269 | 21.6% |
| IRELAND ³ | 4,344 | 3,944 | 10.1% | 21,086 | 19,675 | 7.2% |
| ITALY ⁴ | 14,419 | 14,925 | -3.4% | 104,245 | 104,465 | -0.2% |
| LATVIA | 166 | 186 | -10.8% | 1,366 | 1,195 | 14.3% |
| LITHUANIA | 276 | 281 | -1.8% | 2,214 | 1,880 | 17.8% |
| LUXEMBOURG | 424 | 405 | 4.7% | 2,827 | 2,723 | 3.8% |
| NETHERLANDS | 5,744 | 5,269 | 9.0% | 49,701 | 46,824 | 6.1% |
| POLAND | 5,673 | 4,783 | 18.6% | 38,103 | 34,375 | 10.8% |
| PORTUGAL | 2,922 | 3,008 | -2.9% | 22,227 | 21,704 | 2.4% |
| ROMANIA | 1,409 | 1,155 | 22.0% | 10,051 | 9,066 | 10.9% |
| SLOVAKIA | 625 | 479 | 30.5% | 5,039 | 4,315 | 16.8% |
| SLOVENIA | 1,120 | 960 | 16.7% | 7,396 | 7,186 | 2.9% |
| SPAIN | 19,089 | 18,119 | 5.4% | 132,419 | 119,643 | 10.7% |
| SWEDEN | 760 | 2,522 | -69.9% | 41,772 | 30,607 | 36.5% |
| UNITED KINGDOM | 23,309 | 24,766 | -5.9% | 204,005 | 209,692 | -2.7% |
| EUROPEAN UNION | 152,424 | 151,128 | 0.9% | 1,219,416 | 1,166,220 | 4.6% |
| EU15 ⁵ | 138,222 | 138,854 | -0.5% | 1,118,234 | 1,074,843 | 4.0% |
| EU12 ⁶ | 14,202 | 12,274 | 15.7% | 101,182 | 91,377 | 10.7% |
| ICELAND | 141 | 140 | 0.7% | 1,271 | 1,322 | -3.9% |
| NORWAY | 2,247 | 2,460 | -8.7% | 20,807 | 19,734 | 5.4% |
| SWITZERLAND | 2,581 | 2,305 | 12.0% | 18,583 | 18,359 | 1.2% |
| EFTA | 4,969 | 4,905 | 1.3% | 40,661 | 39,415 | 3.2% |
| EU + EFTA | 157,393 | 156,033 | 0.9% | 1,260,077 | 1,205,635 | 4.5% |
| WESTERN EUROPE (EU15 + EFTA) | 143,191 | 143,759 | -0.4% | 1,158,895 | 1,114,258 | 4.0% |

SOURCE: NATIONAL AUTOMOBILE MANUFACTURERS' ASSOCIATIONS

New light commercial vehicle registrations in the EU - 12 month trend



¹ Malta not available

⁴ ANFIA estimates

² Including light buses and coaches ° LCV ≤6₹

⁵ Member states before the 2004 enlargement

⁶ Member states having joined the EU since 2004

PRESS EMBARGO FOR ALL DATA:

8.00 AM (6.00 AM GMT), 26 September 2018

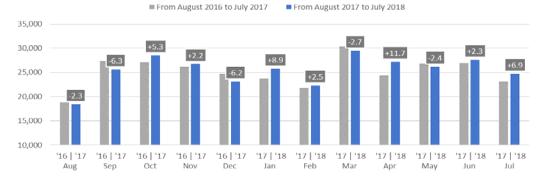
PROVISIONAL

EU+EFTA NEW REGISTRATION FIGURES BY COUNTRY NEW HEAVY COMMERCIAL VEHICLES (HCV) OF 16T AND OVER¹

| | July | July | % change | Jan-Jul | Jan-Jul | % change |
|------------------------------|--------|--------|----------|---------|---------|----------|
| | 2018 | 2017 | 18/17 | 2018 | 2017 | 18/17 |
| AUSTRIA | 693 | 546 | 26.9% | 4,761 | 4,847 | -1.8% |
| BELGIUM | 671 | 559 | 20.0% | 5,737 | 5,400 | 6.2% |
| BULGARIA | - | - | | - | - | |
| CROATIA | 85 | 82 | 3.7% | 664 | 693 | -4.2% |
| CYPRUS | 4 | 12 | -66.7% | 26 | 52 | -50.0% |
| CZECH REPUBLIC ² | 675 | 483 | 39.8% | 4,688 | 4,635 | 1.1% |
| DENMARK | 267 | 290 | -7.9% | 2,624 | 2,601 | 0.9% |
| ESTONIA | 87 | 45 | 93.3% | 670 | 625 | 7.2% |
| FINLAND | 181 | 184 | -1.6% | 1,759 | 1,760 | -0.1% |
| FRANCE | 4,272 | 3,423 | 24.8% | 28,837 | 26,313 | 9.6% |
| GERMANY | 5,667 | 5,560 | 1.9% | 39,878 | 39,247 | 1.6% |
| GREECE | 9 | 18 | -50.0% | 112 | 144 | -22.2% |
| HUNGARY | 413 | 412 | 0.2% | 3,544 | 2,944 | 20.4% |
| IRELAND ⁴ | 270 | 242 | 11.6% | 1,363 | 1,444 | -5.6% |
| ITALY ³ | 1,681 | 1,682 | -0.1% | 13,150 | 11,523 | 14.1% |
| LATVIA | 97 | 77 | 26.0% | 838 | 730 | 14.8% |
| LITHUANIA⁴ | 763 | 472 | 61.7% | 5,252 | 4,028 | 30.4% |
| LUXEMBOURG ⁴ | 83 | 43 | 93.0% | 549 | 639 | -14.1% |
| NETHERLANDS | 1,162 | 969 | 19.9% | 9,447 | 8,497 | 11.2% |
| POLAND | 1,831 | 1,738 | 5.4% | 15,779 | 13,978 | 12.9% |
| PORTUGAL | 268 | 394 | -32.0% | 2,189 | 2,303 | -5.0% |
| ROMANIA | 584 | 414 | 41.1% | 3,895 | 3,606 | 8.0% |
| SLOVAKIA | 257 | 228 | 12.7% | 2,401 | 2,354 | 2.0% |
| SLOVENIA ⁴ | 151 | 126 | 19.8% | 1,552 | 1,312 | 18.3% |
| SPAIN | 1,477 | 1,597 | -7.5% | 11,187 | 10,811 | 3.5% |
| SWEDEN | 345 | 323 | 6.8% | 3,411 | 3,401 | 0.3% |
| UNITED KINGDOM ⁴ | 2,729 | 3,218 | -15.2% | 20,800 | 23,121 | -10.0% |
| EUROPEAN UNION | 24,722 | 23,137 | 6.9% | 185,113 | 177,008 | 4.6% |
| EU15 | 19,775 | 19,048 | 3.8% | 145,804 | 142,051 | 2.6% |
| EU12 | 4,947 | 4,089 | 21.0% | 39,309 | 34,957 | 12.4% |
| ICELAND | 28 | 15 | 86.7% | 155 | 125 | 24.0% |
| NORWAY⁴ | 283 | 235 | 20.4% | 2,822 | 2,681 | 5.3% |
| SWITZERLAND ² | 263 | 286 | -8.0% | 2,186 | 2,296 | -4.8% |
| EFTA | 574 | 536 | 7.1% | 5,163 | 5,102 | 1.2% |
| EU + EFTA | 25,296 | 23,673 | 6.9% | 190,276 | 182,110 | 4.5% |
| WESTERN EUROPE (EU15 + EFTA) | 20,349 | 19,584 | 3.9% | 150,967 | 147,153 | 2.6% |

SOURCE: NATIONAL AUTOMOBILE MANUFACTURERS' ASSOCIATIONS

New heavy commercial vehicle registrations in the EU - 12 month trend



¹ Excluding heavy buses and coaches

² HCV ≥18t ⁴ Estimates

PRESS EMBARGO FOR ALL DATA:

8.00 AM (6.00 AM GMT), 26 September 2018

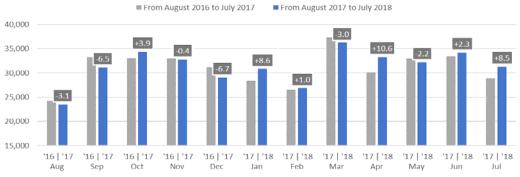
PROVISIONAL

EU+EFTA NEW REGISTRATION FIGURES BY COUNTRY NEW MEDIUM AND HEAVY COMMERCIAL VEHICLES (MHCV) OVER $3.5 \mathrm{T}^{1}$

| | July | July | % change | Jan-Jul | Jan-Jul | % change |
|------------------------------|--------|--------|----------|---------|---------|----------|
| | 2018 | 2017 | 18/17 | 2018 | 2017 | 18/17 |
| AUSTRIA | 746 | 582 | 28.2% | 5,005 | 5,097 | -1.8% |
| BELGIUM | 821 | 678 | 21.1% | 6,783 | 6,281 | 8.0% |
| BULGARIA | - | - | | - | - | |
| CROATIA | 136 | 117 | 16.2% | 918 | 886 | 3.6% |
| CYPRUS | 12 | 12 | 0.0% | 71 | 73 | -2.7% |
| CZECH REPUBLIC | 851 | 585 | 45.5% | 5,713 | 5,545 | 3.0% |
| DENMARK | 287 | 327 | -12.2% | 2,863 | 2,863 | 0.0% |
| ESTONIA | 98 | 51 | 92.2% | 723 | 648 | 11.6% |
| FINLAND | 262 | 241 | 8.7% | 2,315 | 2,113 | 9.6% |
| FRANCE | 5,099 | 4,068 | 25.3% | 33,319 | 30,748 | 8.4% |
| GERMANY | 8,085 | 7,750 | 4.3% | 55,288 | 54,596 | 1.3% |
| GREECE | 17 | 51 | -66.7% | 211 | 281 | -24.9% |
| HUNGARY | 472 | 447 | 5.6% | 3,884 | 3,226 | 20.4% |
| IRELAND | 287 | 291 | -1.4% | 1,627 | 1,692 | -3.8% |
| ITALY ² | 2,153 | 2,163 | -0.5% | 16,170 | 14,417 | 12.2% |
| LATVIA | 101 | 84 | 20.2% | 873 | 753 | 15.9% |
| LITHUANIA ³ | 780 | 479 | 62.8% | 5,323 | 4,089 | 30.2% |
| LUXEMBOURG | 90 | 61 | 47.5% | 648 | 750 | -13.6% |
| NETHERLANDS | 1,330 | 1,090 | 22.0% | 10,449 | 9,337 | 11.9% |
| POLAND | 2,037 | 1,905 | 6.9% | 17,116 | 15,162 | 12.9% |
| PORTUGAL | 368 | 488 | -24.6% | 2,693 | 2,789 | -3.4% |
| ROMANIA | 612 | 439 | 39.4% | 4,058 | 3,794 | 7.0% |
| SLOVAKIA | 298 | 257 | 16.0% | 2,670 | 2,599 | 2.7% |
| SLOVENIA ³ | 155 | 141 | 9.9% | 1,639 | 1,408 | 16.4% |
| SPAIN | 1,985 | 1,955 | 1.5% | 14,024 | 13,289 | 5.5% |
| SWEDEN | 371 | 351 | 5.7% | 3,718 | 3,711 | 0.2% |
| UNITED KINGDOM ³ | 3,856 | 4,250 | -9.3% | 28,983 | 31,460 | -7.9% |
| EUROPEAN UNION | 31,309 | 28,863 | 8.5% | 227,084 | 217,607 | 4.4% |
| EU15 | 25,757 | 24,346 | 5.8% | 184,096 | 179,424 | 2.6% |
| EU12 | 5,552 | 4,517 | 22.9% | 42,988 | 38,183 | 12.6% |
| ICELAND | 41 | 34 | 20.6% | 255 | 239 | 6.7% |
| NORWAY | 495 | 427 | 15.9% | 4,273 | 3,850 | 11.0% |
| SWITZERLAND | 350 | 339 | 3.2% | 2,735 | 2,765 | -1.1% |
| EFTA | 886 | 800 | 10.8% | 7,263 | 6,854 | 6.0% |
| EU + EFTA | 32,195 | 29,663 | 8.5% | 234,347 | 224,461 | 4.4% |
| WESTERN EUROPE (EU15 + EFTA) | 26,643 | 25,146 | 6.0% | 191,359 | 186,278 | 2.7% |

SOURCE: NATIONAL AUTOMOBILE MANUFACTURERS' ASSOCIATIONS

New medium and heavy commercial vehicle registrations in the EU - 12 month trend



 $^{^{\}scriptscriptstyle 1}$ Excluding buses and coaches over 3.5t

 $^{^2\,} ANFIA\ estimates\ based\ on\ vehicle\ registration\ certificates\ issued\ by\ the\ Italian\ Ministry\ of\ Transport$

³ Estimates

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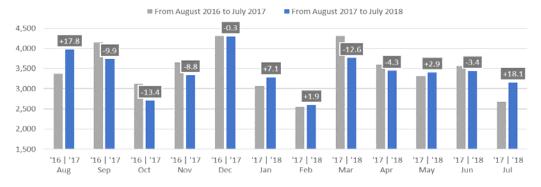
PROVISIONAL

EU+EFTA NEW REGISTRATION FIGURES BY COUNTRY NEW MEDIUM AND HEAVY BUSES & COACHES (MHBC) OVER 3.5T

| | July | July | % change | Jan-Jul | Jan-Jul | % change |
|------------------------------|-------|-------|----------|---------|---------|----------|
| | 2018 | 2017 | 18/17 | 2018 | 2017 | 18/17 |
| AUSTRIA | 106 | 74 | 43.2% | 590 | 650 | -9.2% |
| BELGIUM | 51 | 61 | -16.4% | 661 | 590 | 12.0% |
| BULGARIA | - | - | | - | - | |
| CROATIA | 10 | 12 | -16.7% | 178 | 159 | 11.9% |
| CYPRUS | - | - | | - | - | |
| CZECH REPUBLIC | 93 | 23 | 304.3% | 646 | 408 | 58.3% |
| DENMARK | 66 | 45 | 46.7% | 346 | 452 | -23.5% |
| ESTONIA | 12 | 5 | 140.0% | 115 | 175 | -34.3% |
| FINLAND | 73 | 31 | 135.5% | 264 | 232 | 13.8% |
| FRANCE | 732 | 547 | 33.8% | 3,186 | 3,009 | 5.9% |
| GERMANY | 415 | 470 | -11.7% | 3,642 | 3,905 | -6.7% |
| GREECE | 22 | 16 | 37.5% | 162 | 115 | 40.9% |
| HUNGARY | 37 | 26 | 42.3% | 391 | 308 | 26.9% |
| IRELAND | 89 | 14 | 535.7% | 318 | 202 | 57.4% |
| ITALY ¹ | 343 | 196 | 75.0% | 2,507 | 2,051 | 22.2% |
| LATVIA | 5 | 4 | 25.0% | 74 | 94 | |
| LITHUANIA ² | 29 | 8 | 262.5% | 338 | 172 | 96.5% |
| LUXEMBOURG | 21 | 6 | 250.0% | 172 | 161 | 6.8% |
| NETHERLANDS | 85 | 23 | 269.6% | 367 | 427 | -14.1% |
| POLAND | 165 | 216 | -23.6% | 1,588 | 1,369 | 16.0% |
| PORTUGAL | 18 | 27 | -33.3% | 263 | 259 | 1.5% |
| ROMANIA | 89 | 78 | 14.1% | 573 | 564 | 1.6% |
| SLOVAKIA | 6 | 4 | 50.0% | 172 | 190 | -9.5% |
| SLOVENIA ² | 15 | 4 | 275.0% | 111 | 98 | 13.3% |
| SPAIN | 209 | 209 | 0.0% | 1,906 | 1,889 | 0.9% |
| SWEDEN | 42 | 139 | -69.8% | 399 | 477 | -16.4% |
| UNITED KINGDOM ² | 425 | 435 | -2.3% | 4,384 | 5,067 | -13.5% |
| EUROPEAN UNION | 3,158 | 2,673 | 18.1% | 23,353 | 23,023 | 1.4% |
| EU15 | 2,697 | 2,293 | 17.6% | 19,167 | 19,486 | -1.6% |
| EU12 | 461 | 380 | 21.3% | 4,186 | 3,537 | 18.3% |
| ICELAND | 7 | 17 | -58.8% | 64 | 113 | -43.4% |
| NORWAY | 166 | 81 | 104.9% | 797 | 687 | 16.0% |
| SWITZERLAND | 42 | 41 | 2.4% | 308 | 325 | -5.2% |
| EFTA | 215 | 139 | 54.7% | 1,169 | 1,125 | 3.9% |
| EU + EFTA | 3,373 | 2,812 | 20.0% | 24,522 | 24,148 | |
| WESTERN EUROPE (EU15 + EFTA) | 2,912 | 2,432 | 19.7% | 20,336 | 20,611 | -1.3% |

SOURCE: NATIONAL AUTOMOBILE MANUFACTURERS' ASSOCIATIONS

New medium and heavy buses & coaches registrations in the EU - 12 month trend



 $^{^{\}mathtt{1}}$ ANFIA estimates based on vehicle registration certificates issued by the Italian Ministry of Transport

² Estimates

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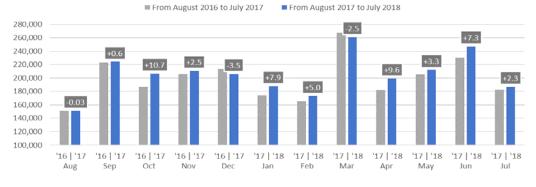
PROVISIONAL

EU+EFTA NEW REGISTRATION FIGURES BY COUNTRY TOTAL NEW COMMERCIAL VEHICLES

| | July | July | % change | Jan-Jul | Jan-Jul | % change |
|------------------------------|---------|---------|----------|-----------|-----------|----------|
| | 2018 | 2017 | 18/17 | 2018 | 2017 | 18/17 |
| AUSTRIA | 4,190 | 4,064 | 3.1% | 32,203 | 29,893 | 7.7% |
| BELGIUM | 6,044 | 6,131 | -1.4% | 55,303 | 55,426 | -0.2% |
| BULGARIA ¹ | 353 | 344 | 2.6% | 3,352 | 3,044 | 10.1% |
| CROATIA | 875 | 960 | -8.9% | 6,703 | 6,511 | 2.9% |
| CYPRUS ² | 206 | 199 | 3.5% | 1,203 | 1,256 | -4.2% |
| CZECH REPUBLIC | 2,362 | 1,939 | 21.8% | 17,588 | 16,576 | 6.1% |
| DENMARK | 2,247 | 2,443 | -8.0% | 22,402 | 23,900 | -6.3% |
| ESTONIA | 485 | 393 | 23.4% | 4,043 | 3,598 | 12.4% |
| FINLAND | 1,205 | 1,167 | 3.3% | 12,100 | 11,604 | 4.3% |
| FRANCE | 39,658 | 36,787 | 7.8% | 310,774 | 294,903 | 5.4% |
| GERMANY | 29,962 | 29,605 | 1.2% | 217,231 | 210,266 | 3.3% |
| GREECE | 687 | 640 | 7.3% | 4,574 | 4,450 | 2.8% |
| HUNGARY | 2,373 | 1,873 | 26.7% | 16,763 | 13,803 | 21.4% |
| IRELAND | 4,720 | 4,249 | 11.1% | 23,031 | 21,569 | 6.8% |
| ITALY | 16,915 | 17,284 | -2.1% | 122,922 | 120,933 | 1.6% |
| LATVIA | 272 | 274 | -0.7% | 2,313 | 2,042 | 13.3% |
| LITHUANIA | 1,085 | 768 | 41.3% | 7,875 | 6,141 | 28.2% |
| LUXEMBOURG | 535 | 472 | 13.3% | 3,647 | 3,634 | 0.4% |
| NETHERLANDS | 7,159 | 6,382 | 12.2% | 60,517 | 56,588 | 6.9% |
| POLAND | 7,875 | 6,904 | 14.1% | 56,807 | 50,906 | 11.6% |
| PORTUGAL | 3,308 | 3,523 | -6.1% | 25,183 | 24,752 | 1.7% |
| ROMANIA | 2,110 | 1,672 | 26.2% | 14,682 | 13,424 | 9.4% |
| SLOVAKIA | 929 | 740 | 25.5% | 7,881 | 7,104 | 10.9% |
| SLOVENIA | 1,290 | 1,105 | 16.7% | 9,146 | 8,692 | 5.2% |
| SPAIN | 21,283 | 20,283 | 4.9% | 148,349 | 134,821 | 10.0% |
| SWEDEN | 1,173 | 3,012 | -61.1% | 45,889 | 34,795 | 31.9% |
| UNITED KINGDOM | 27,590 | 29,451 | -6.3% | 237,372 | 246,219 | -3.6% |
| EUROPEAN UNION | 186,891 | 182,664 | 2.3% | 1,469,853 | 1,406,850 | 4.5% |
| EU15 | 166,676 | 165,493 | 0.7% | 1,321,497 | 1,273,753 | 3.7% |
| EU12 | 20,215 | 17,171 | 17.7% | 148,356 | 133,097 | 11.5% |
| ICELAND | 189 | 191 | -1.0% | 1,590 | 1,674 | -5.0% |
| NORWAY | 2,908 | 2,968 | -2.0% | 25,877 | 24,271 | 6.6% |
| SWITZERLAND | 2,973 | 2,685 | 10.7% | 21,626 | 21,449 | 0.8% |
| EFTA | 6,070 | 5,844 | 3.9% | 49,093 | 47,394 | 3.6% |
| EU + EFTA | 192,961 | 188,508 | 2.4% | 1,518,946 | 1,454,244 | 4.4% |
| WESTERN EUROPE (EU15 + EFTA) | 172,746 | 171,337 | 0.8% | 1,370,590 | 1,321,147 | 3.7% |

SOURCE: NATIONAL AUTOMOBILE MANUFACTURERS' ASSOCIATIONS

Total new commercial vehicle registrations in the EU - 12 month trend



 $^{^{\}scriptscriptstyle 1}$ Data for MHCV and MHBC not available

² Data for MHBC not available