

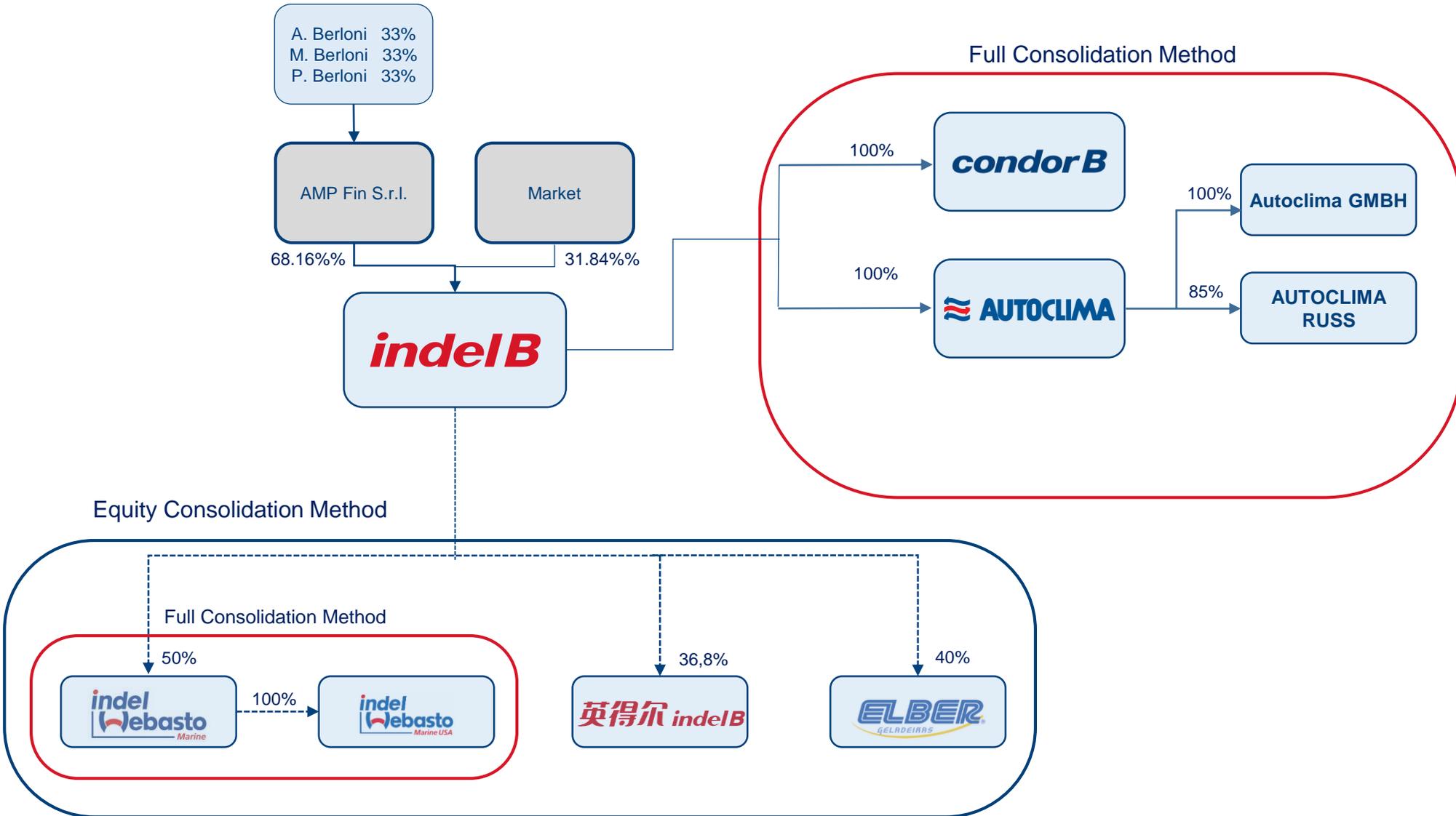
A photograph of three white IVECO trucks driving on a two-lane asphalt road that stretches into the distance. The sun is low on the horizon, creating a bright glow and long shadows. The sky is filled with dramatic, dark clouds illuminated from below. The landscape is green and rural. The IVECO logo is visible on the front of the lead truck.

indelB

1Q 2018 Consolidated Sales Revenues Presentation

08 May 2018

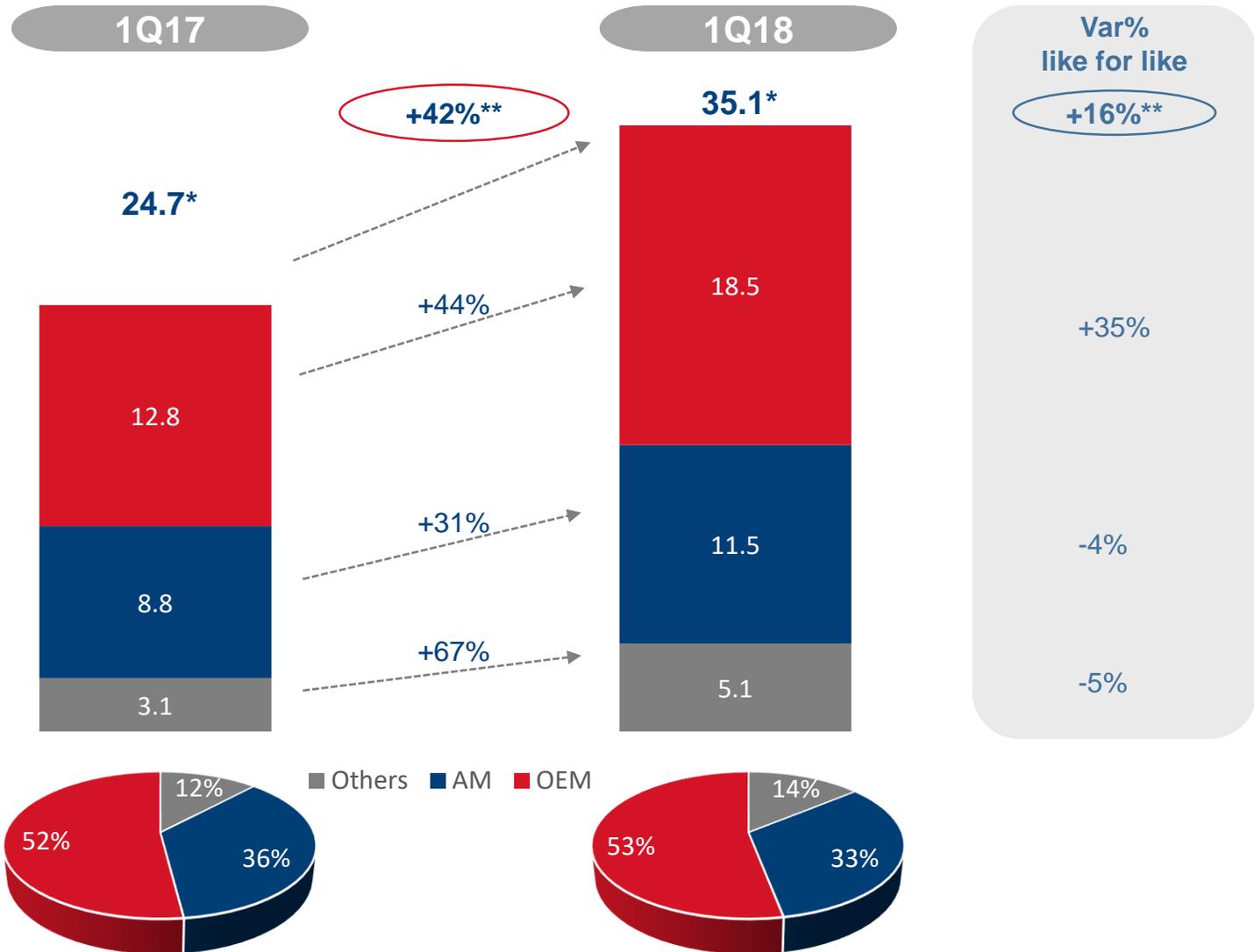
Group Structure



Note: Elber is consolidated starting from June 2017 and Autoclima starting from September 2017

Sales - Breakdown by Channel

Sales in €mln



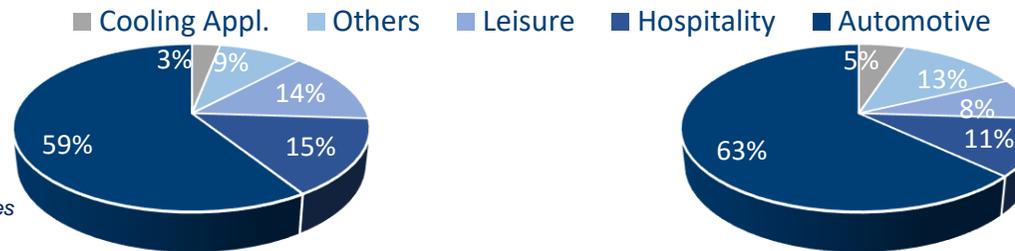
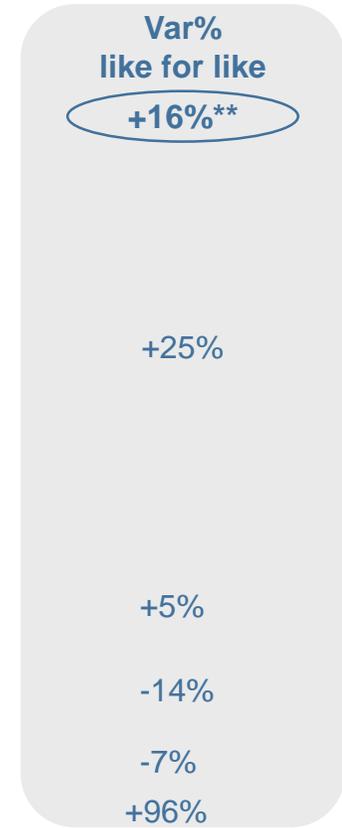
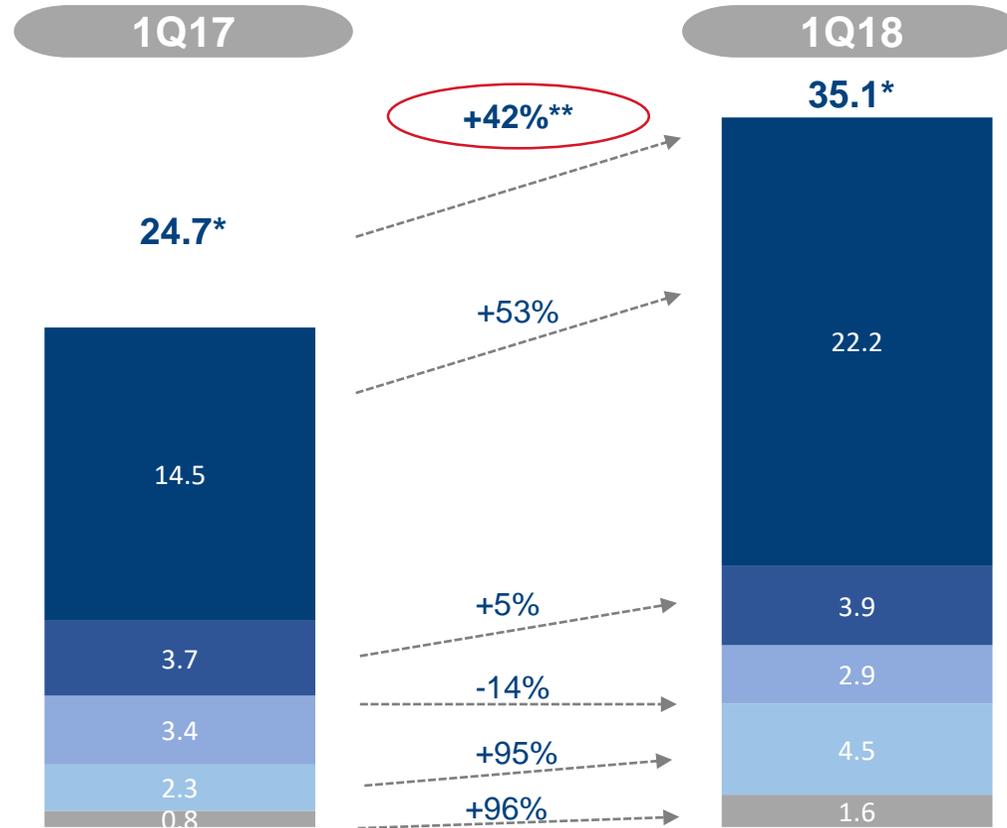
* Figures related to Revenues from product sales
 ** Growth at current exchange rates

Starting from September 2017 Autoclima is fully consolidated

All distribution channels registered solid growth

Sales - Breakdown by Market

Sales in €mln



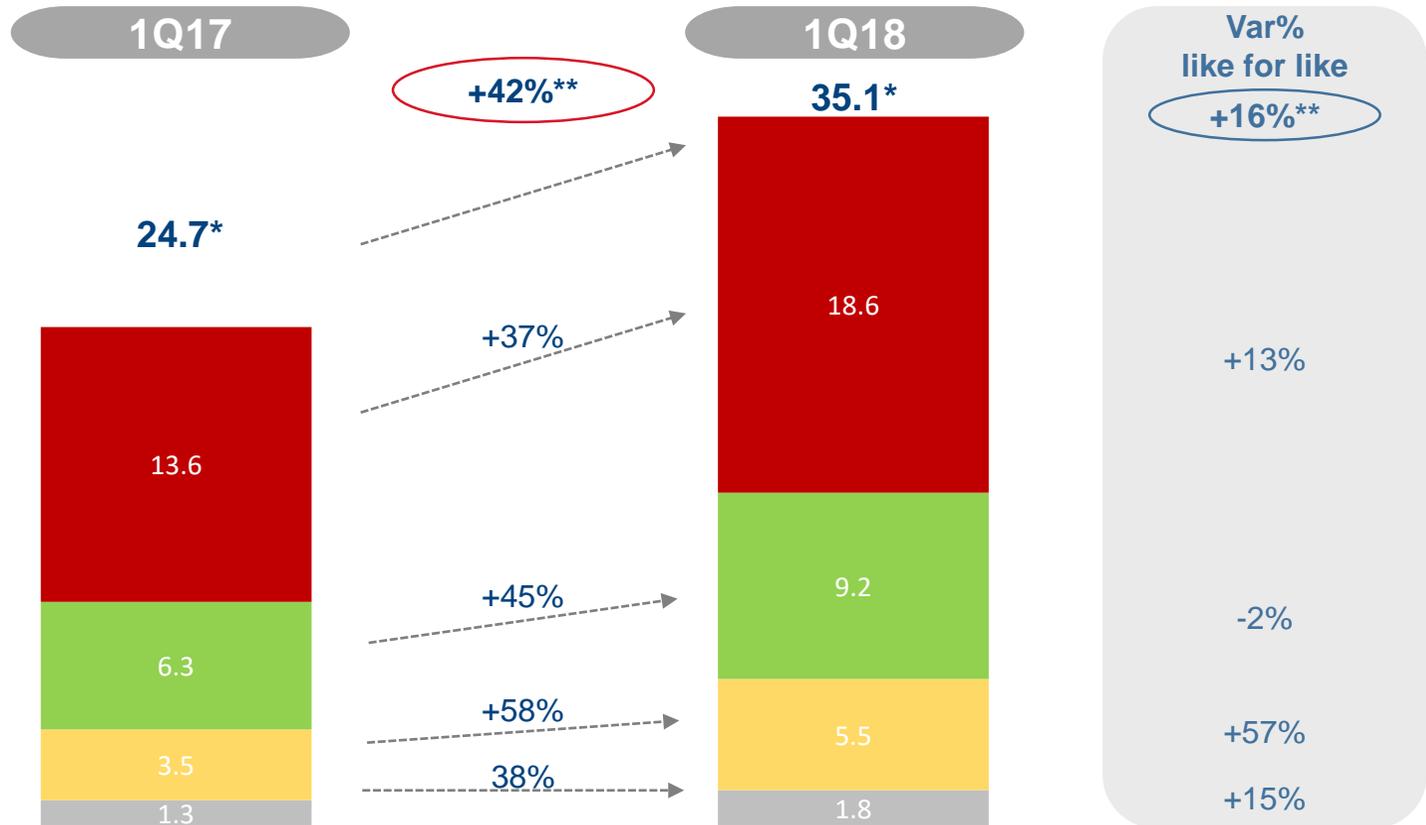
* Figures related to Revenues from product sales
 ** Growth at current exchange rates

Starting from September 2017 Autoclima is fully consolidated

Strong double-digit growth in almost markets

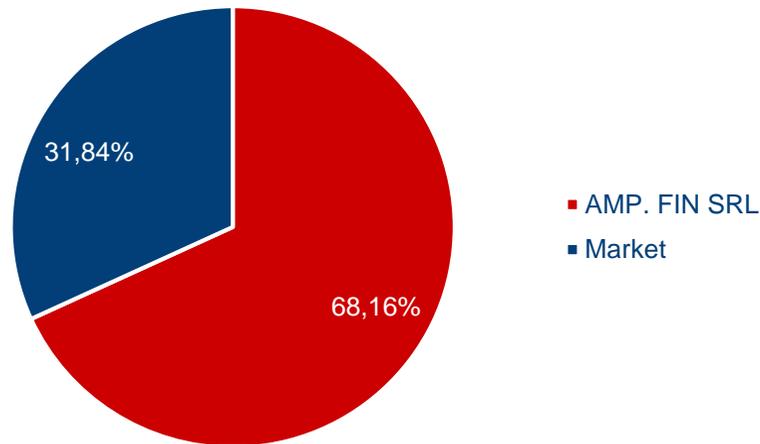
Sales - Breakdown by Region

Sales in €mln



* Figures related to Revenues from product sales
 **Growth at current exchange rates

Shareholding Structure*



* Source: IndelB

Upcoming Events

- **16 May 2018** - Annual Shareholders' Meeting for Approval of the Full Year Financial Statements at 31 December 2017

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