





ETRMA Members' Tyre Sales 2018: Overall stability in European tyre replacement sales

Brussels, 24th January 2019 – Today the European Tyre and Rubber Manufacturers' Association published its members' sales for the year 2018 as well as the last quarter of 2018.

Overall, the performance of the industry is generally stable and followed our expectations, with a very positive evolution for truck tyre replacement (+9%). Agricultural tyre sales performed poorly for the fifth year in a row (-4%). As for the last quarter of 2018, all tyre segments showed a positive trend compared to Q4 2017.

In '000 units*	Year 2017	Year 2018	Variation %	4 th Q 2017	4 th Q 2018	Variation %
Replacement Consumer¹ tyres	205.056	207.547	+1%	47.124	48.458	+3%
 OE² Consumer tyre	86.810	83.707	-4%			
Car Summer tyres	112.222	111.833	-1%			
Car Winter tyres	57.031	57.837	+1%			
 Replacement Truck Tyres	9.757	10.614	+9%	2.396	2.779	+16%
OE² Truck Tyres	6.089	6.352	+4%			
 Replacement Agricultural Tyres	1.280	1.235	-4%	231	254	+10%
 Replacement Moto and scooter tyres	9.137	8.974	-2%	1.052	1.140	+8%

*Discrepancies with data previously published is due to periodic data corrections

(source: europool ETRMA)

We note a small increase (+1%) in the replacement market for **Consumer Tyres**, notably due to a strong increase in the growing market for all-season tyres. However, we observed a small decrease (-4%) in the original equipment market. Overall, the consumer tyre sales from ETRMA Members remain generally stable. Comparing the evolution of winter and summer tyre sales, it is interesting to note the slight increase in sales of winter tyres (+1%) also observed in previous years.

For the **Truck Tyre** replacement segment, we welcome a very positive trend of +9% in sales by ETRMA Members, supported by an exceptionally strong fourth quarter in 2018 (+16% compared to 2017).

"All in all, the 2018 figures confirm a stable market evolving according to expected trends, welcoming the continued increase in winter and all-season tyres adding to the safety on our roads," said Fazilet Cinaralp, Secretary General of ETRMA. *"Further, our Members' sales increase in the truck replacement market is a very positive evolution with spectacular jumps in notably Poland, Germany, Spain, Great Britain, Italy and the Netherlands."*

Ends

Like every year, the Annex gives a breakdown per country of the tyre replacement trend sales for the past four years.

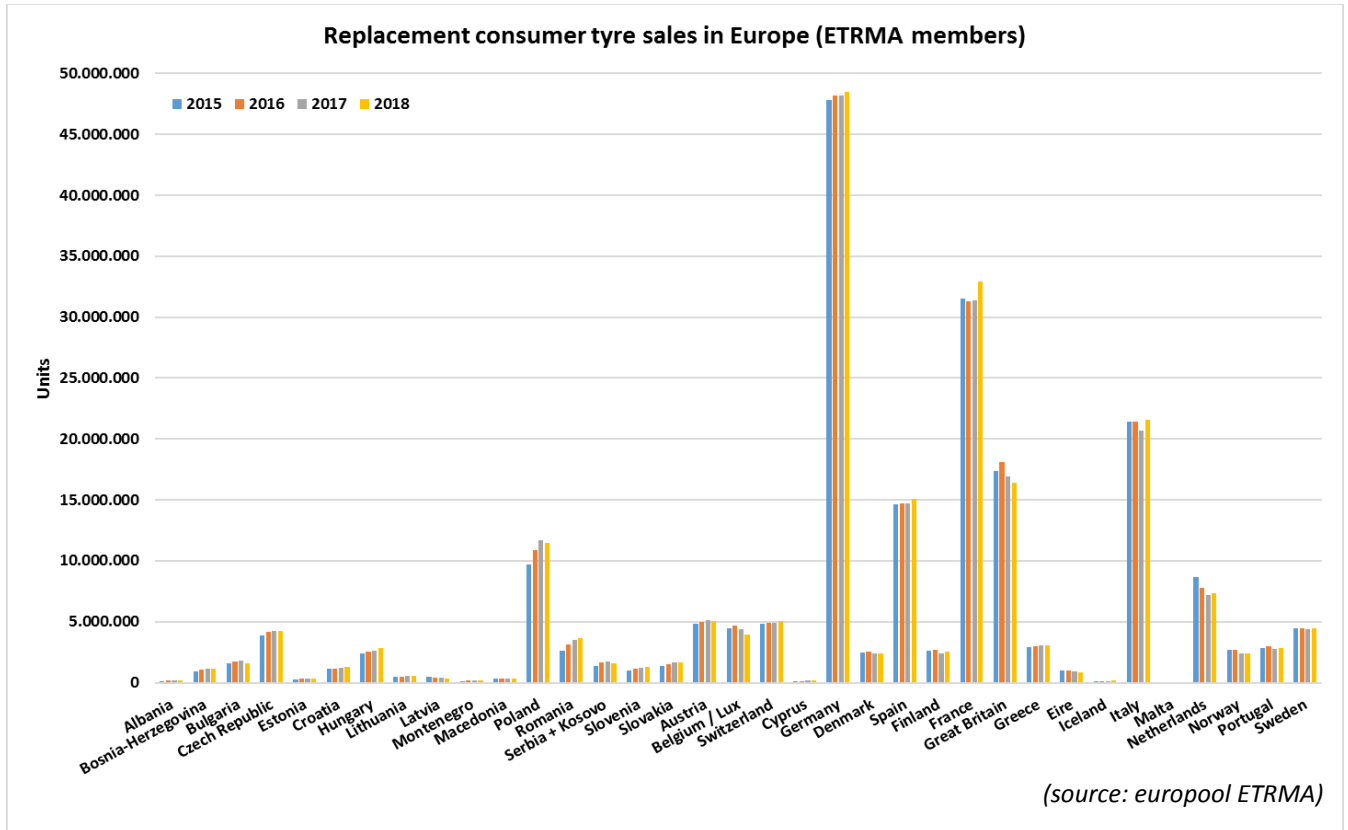
For further information, please contact info@etrma.org

¹ Consumer tyres include passenger car, SUVs and light commercial vehicles

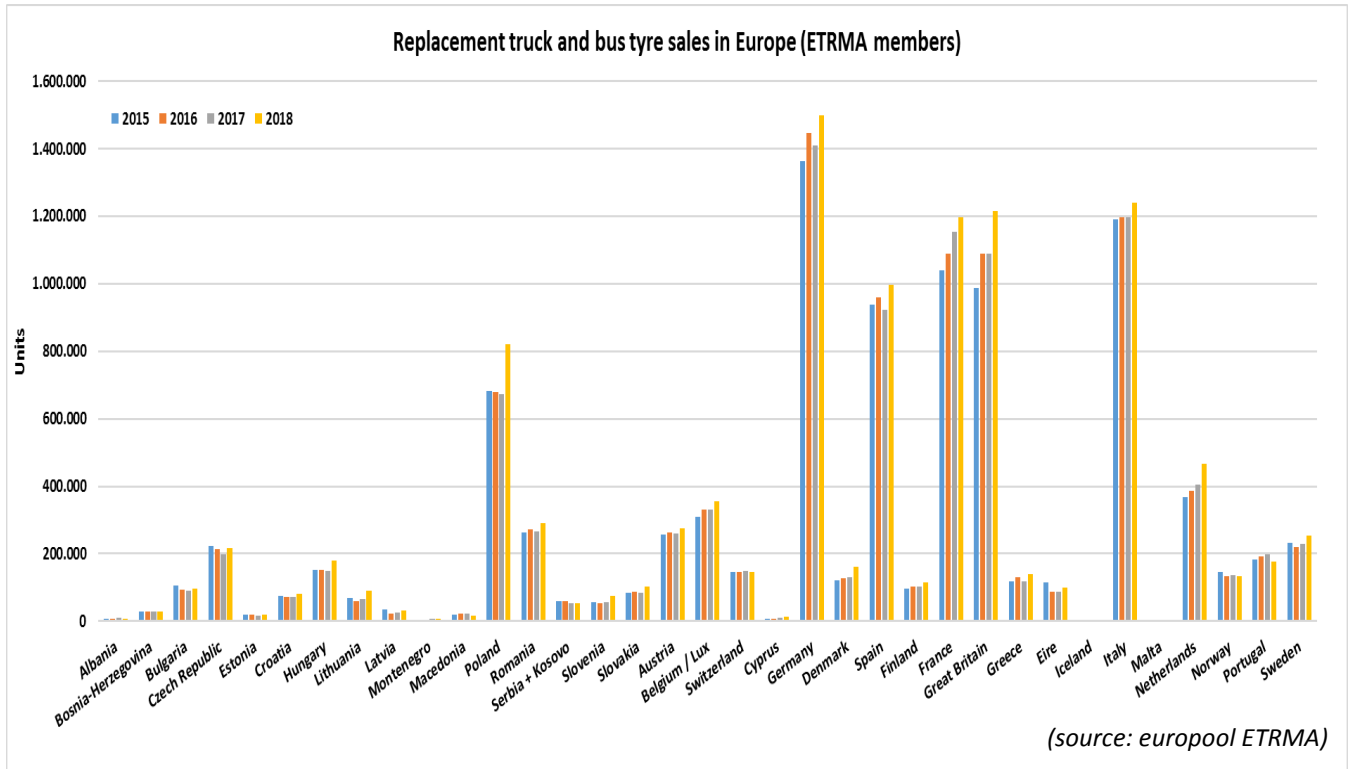
² OE sales also include Turkey

ANNEX: COUNTRY DATA

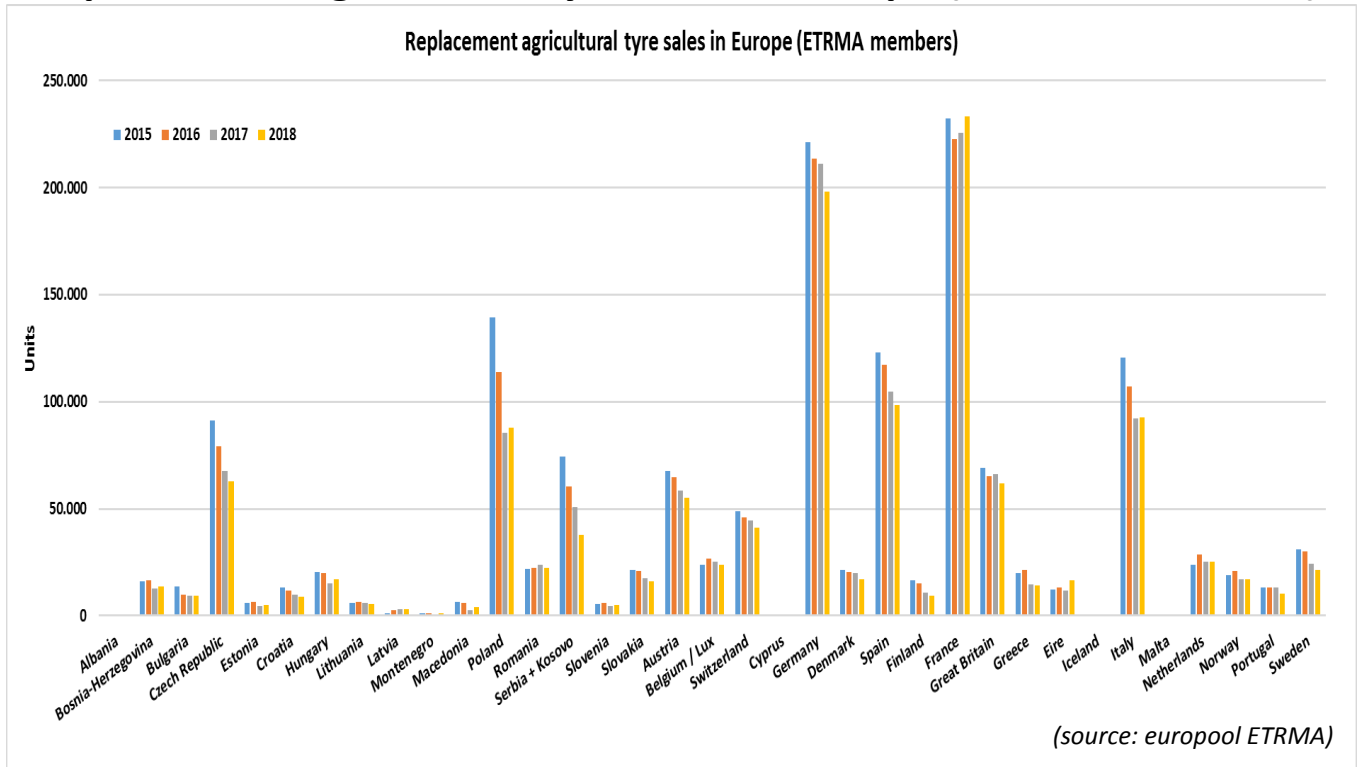
Replacement consumer tyre sales in Europe (ETRMA members)



Replacement truck and bus tyre sales in Europe (ETRMA members)



Replacement agricultural tyre sales in Europe (ETRMA members)



Replacement motorcycle tyre sales in Europe (ETRMA members)

