

## **FCA US Reports Increase in July 2016 U.S. Sales**

- Jeep® and Ram Truck brands both up 5 percent year-over-year
- Sales of Jeep Renegade up 57 percent in July versus same month in 2015
- Ram ProMaster and Ram ProMaster City vans drive brand increase in July
- All-new 2017 Fiat 124 Spider posts 480 sales in its first full month in the marketplace
- Sales of all-new 2017 Chrysler Pacifica up month-over-month as launch momentum continues to build

August 2, 2016, Auburn Hills, Mich. - FCA US LLC today reported U.S. sales of 180,727 units, up 0.3 percent compared with sales in July 2015 (180,124 units).

FCA US retail sales of 155,885 were down 2 percent in July, while fleet sales of 24,842 were up 22 percent year-over-year.

Both the Jeep® and Ram Truck brands were up 5 percent in July compared with the same month a year ago. The Jeep Renegade, Jeep Grand Cherokee, Jeep Compass and Jeep Patriot posted sales gains in July versus July 2015, as did the Ram pickup truck and the Ram ProMaster and Ram ProMaster City vans. Two Dodge brand models – the Dodge Grand Caravan and the Dodge Challenger – also turned in year-over-year sales gains in July. Sales of the Fiat 500X were up year-over-year as well.

### **Jeep Brand**

Jeep brand sales were up 5 percent in July versus the same month in 2015. The Jeep Renegade's 57 percent increase was the largest percentage increase of any Jeep brand model in July. In addition, the Jeep Grand Cherokee, Jeep Compass and the Jeep Patriot each logged a year-over-year sales gain. Last month, the Jeep Grand Cherokee – the most awarded SUV ever – won AutoPacific's Ideal Vehicle Award for the Mid-Size SUV segment for the sixth consecutive year.

### **Ram Truck Brand**

Ram Truck brand sales, which include the Ram pickup, Ram ProMaster and Ram ProMaster City, were up 5 percent in July versus the same month a year ago. The increase was driven in part by double-digit percentage increases by the Ram ProMaster and the Ram ProMaster City vans. In addition, sales of the Ram pickup truck were up 2 percent compared with the same month a year ago. FCA US announced in July that it [will invest \\$1.48 billion](#) in its Sterling Heights Assembly Plant (Mich.) to retool it to build the next-generation Ram 1500 and support the future growth of the Ram Truck brand.

### **Chrysler Brand**

Chrysler brand sales were down 4 percent in July compared with the same month a year ago. The all-new [2017 Chrysler Pacifica](#) continues to build momentum in the marketplace. Sales of the Pacifica were up 1 percent in July compared with the previous month of June. July was the minivan's fourth month in the marketplace. The Pacifica earned an Editor's Choice pick in July from Roadshow by CNET, in part for the "nicest interior and smart, family-minded technology."

### **Dodge Brand**

Dodge brand sales were down 10 percent in July compared with the same month a year ago. The Dodge Grand Caravan and the Dodge Challenger each posted year-over-year increases in July versus the same month a year ago. Sales of the Grand Caravan were up 28 percent, while sales of the Challenger muscle car increased 7 percent in

July. For the fourth year, the Challenger won AutoPacific's Ideal Vehicle Award in the Sporty Car segment, having the "Most Ideal Sporty Car" in its segment.

### **FIAT Brand**

FIAT brand sales, which include the Fiat 500, Fiat 500L and 500X, were down 14 percent in July. In its first month on sale, the all-new [2017 Fiat 124 Spider](#) posted 480 in sales in July. The 124 Spider revives the storied nameplate, bringing its classic Italian styling and performance to a new generation. Paying homage to the original 124 Spider nearly 50 years after its introduction, the 2017 Fiat 124 Spider delivers the ultimate Italian roadster experience with driving excitement, technology and safety combined with iconic design. In July, sales of the Fiat 500X were up 1 percent compared with the same month a year ago.

### **FCA US LLC Sales Summary July 2016**

**Reflects Restated Sales**

Model	Month Sales		Vol %	CYTD Sales		Vol %
	Curr Yr	Pr Yr	Change	Curr Yr	Pr Yr	Change
Compass	7,005	5,359	31%	57,565	33,527	72%
Patriot	11,288	10,211	11%	71,926	69,638	3%
Wrangler	18,741	19,828	-5%	119,042	121,272	-2%
Cherokee	15,451	17,460	-12%	116,424	122,568	-5%
Grand Cherokee	16,704	16,191	3%	116,850	109,176	7%
Renegade	10,057	6,410	57%	61,907	19,920	211%
<b>JEEP BRAND</b>	<b>79,246</b>	<b>75,459</b>	<b>5%</b>	<b>543,714</b>	<b>476,101</b>	<b>14%</b>
200	5,474	9,526	-43%	41,676	116,135	-64%
300	2,369	3,820	-38%	33,154	28,730	15%
Town & Country	3,341	6,561	-49%	54,826	46,214	19%
Pacifica	7,911	0	New	18,742	0	New
<b>CHRYSLER BRAND</b>	<b>19,095</b>	<b>19,907</b>	<b>-4%</b>	<b>148,398</b>	<b>191,079</b>	<b>-22%</b>
Dart	3,341	5,797	-42%	31,602	54,759	-42%
Avenger	0	90	-100%	0	1,152	-100%
Charger	4,949	5,936	-17%	57,852	60,838	-5%
Challenger	5,619	5,241	7%	39,998	42,332	-6%
Viper	49	57	-14%	350	419	-16%
Journey	6,376	9,255	-31%	54,051	62,008	-13%
Caravan	10,055	7,846	28%	84,140	45,888	83%
Durango	5,131	5,270	-3%	43,665	36,305	20%
<b>DODGE BRAND</b>	<b>35,520</b>	<b>39,492</b>	<b>-10%</b>	<b>311,658</b>	<b>303,701</b>	<b>3%</b>

Ram P/U	39,827	39,159	2%	270,637	254,902	6%
Cargo Van	0	59	-100%	21	2,115	-99%
ProMaster Van	3,055	2,167	41%	20,527	14,225	44%
ProMaster City	1,187	636	87%	10,897	3,682	196%
<b>RAM BRAND</b>	<b>44,069</b>	<b>42,021</b>	<b>5%</b>	<b>302,082</b>	<b>274,924</b>	<b>10%</b>
Alfa 4C	43	49	-12%	338	354	-5%
<b>ALFA BRAND</b>	<b>43</b>	<b>49</b>	<b>-12%</b>	<b>338</b>	<b>354</b>	<b>-5%</b>
500	1,097	1,940	-43%	8,857	15,880	-44%
500L	227	314	-28%	2,527	6,020	-58%
500X	950	942	1%	7,481	1,218	514%
Spider	480	0	New	481	0	New
<b>FIAT BRAND</b>	<b>2,754</b>	<b>3,196</b>	<b>-14%</b>	<b>19,346</b>	<b>23,118</b>	<b>-16%</b>
<b>TOTAL FCA US LLC</b>	<b>180,727</b>	<b>180,124</b>	<b>0%</b>	<b>1,325,536</b>	<b>1,269,277</b>	<b>4%</b>
<b>Total Car &amp; MPV</b>	<b>44,955</b>	<b>47,177</b>	<b>-5%</b>	<b>374,543</b>	<b>418,721</b>	<b>-11%</b>
<b>Total UV's</b>	<b>91,703</b>	<b>90,926</b>	<b>1%</b>	<b>648,911</b>	<b>575,632</b>	<b>13%</b>
<b>Total Truck &amp; LCV</b>	<b>44,069</b>	<b>42,021</b>	<b>5%</b>	<b>302,082</b>	<b>274,924</b>	<b>10%</b>

Method of Determining Monthly Sales. FCA US's reported vehicle sales represent unit sales of vehicles to retail customers, deliveries of vehicles to fleet customers and to others such as FCA US's employees and retirees as well as vehicles used for marketing. Most of these reported sales reflect retail sales made by dealers out of their own inventory of vehicles previously purchased by them from FCA US. Reported vehicle units sales do not correspond to FCA US's reported revenues, which are based on FCA US's sale and delivery of vehicles, and typically recognized upon shipment to the dealer or end customer. As announced on July 26, 2016, FCA US has modified its methodology for monthly sales reporting as follows:

Sales to retail customers by dealers in the U.S. are derived from the New Vehicle Delivery Report ("NVDR") system and are determined as the sum of (A) all sales recorded by dealers during the month net of all unwound transactions recorded to the end of that month (whether the original sale was recorded in the current month or any prior month); plus (B) all sales of vehicles during that month attributable to past unwinds that had previously been reversed in determining monthly sales (in the current or prior months).

Fleet sales are recorded as sales upon the shipment of the vehicle by FCA US to the customer or end user.

Other retail sales are recorded either (A) when the sale is recorded in the NVDR system (for sales by dealers in Puerto Rico and limited sales made through distributors that submit NVDRs in the same manner as for sales by U.S. dealers) or (B) upon receipt of a similar delivery notification (for vehicles for which NVDRs are not entered such as vehicles for FCA employees).

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This press release contains forward-looking statements. These statements may include terms such as "may", "will", "expect", "could", "should", "intend", "estimate", "anticipate", "believe", "remain", "on track", "design", "target", "objective", "goal", "forecast", "projection", "outlook", "prospects", "plan", "intend", or similar terms.

Forward-looking statements are not guarantees of future performance. Rather, they are based on the current expectations and projections about future events and, by their nature, are subject to inherent risks and uncertainties. They relate to events and depend on circumstances that may or may not occur or exist in the future and, as such, undue reliance should not be placed on them. Actual results may differ materially from those expressed in such

statements as a result of a variety of factors, including: the Group's ability to reach certain minimum vehicle volumes; developments in global financial markets and general economic and other conditions; changes in demand for automotive products, which is highly cyclical; the Group's ability to enrich the product portfolio and offer innovative products; the high level of competition in the automotive industry; the Group's ability to expand certain of the Group's brands internationally; changes in the Group's credit ratings; the Group's ability to realize anticipated benefits from any acquisitions, joint venture arrangements and other strategic alliances; potential shortfalls in the Group's defined benefit pension plans; the Group's ability to provide or arrange for adequate access to financing for the Group's dealers and retail customers; the Group's ability to access funding to execute the Group's business plan and improve the Group's business, financial condition and results of operations; various types of claims, lawsuits and other contingent obligations against the Group; disruptions arising from political, social and economic instability; material operating expenditures and other effects from and in relation to compliance with environmental, health and safety regulation; developments in labor and industrial relations and developments in applicable labor laws; increases in costs, disruptions of supply or shortages of raw materials; exchange rate fluctuations, interest rate changes, credit risk and other market risks; political and civil unrest; earthquakes or other disasters and other risks and uncertainties. "The Group" as used herein refers to Fiat Chrysler Automobiles N.V. (the "Company") together with its subsidiaries, or any one or more of them, as the context may require.

Any forward-looking statements contained in this press release speak only as of the date of this document and the Company does not undertake any obligation to update or revise publicly forward-looking statements. Further information concerning the Group and its businesses, including factors that could materially affect the Company's financial results, is included in the Company's reports and filings with the U.S. Securities and Exchange Commission, the AFM and CONSOB.

#### **About FCA US LLC**

FCA US LLC is a North American automaker based in Auburn Hills, Michigan. It designs, manufactures, and sells or distributes vehicles under the Chrysler, Dodge, Jeep®, Ram, FIAT and Alfa Romeo brands, as well as the SRT performance designation. The Company also distributes Mopar and Alfa Romeo parts and accessories. FCA US is building upon the historic foundations of Chrysler Corp., established in 1925 by industry visionary Walter P. Chrysler and Fabbrica Italiana Automobili Torino (F.I.A.T.), founded in Italy in 1899 by pioneering entrepreneurs, including Giovanni Agnelli. FCA US is a member of the Fiat Chrysler Automobiles N.V. (FCA) family of companies. (NYSE: FCAU/ MTA: FCA).

FCA is an international automotive group listed on the New York Stock Exchange under the symbol "FCAU" and on the Mercato Telematico Azionario under the symbol "FCA."

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