

## **FCA US Reports February 2017 U.S. Sales**

- Ram Truck brand sales up 4 percent compared with same month a year ago
- Three Jeep® brand vehicles record sales increases in February; Jeep Grand Cherokee sales up 11 percent
- Three Dodge brand vehicles post sales increases in February; Dodge Journey sales up 55 percent

March 1, 2017, Auburn Hills, Mich. - FCA US LLC today reported U.S. sales of 168,326 units, a 10 percent decrease compared with sales in February 2016 (187,318 units).

In February, fleet sales of 44,898 units were down 26 percent year over year as FCA US continues its strategy of reducing its sales to the daily rental segment. Fleet sales represented 27 percent of total FCA US sales in February. FCA US retail sales of 123,428 units were down 3 percent for the month, and represented 73 percent of total February sales.

Ram Truck brand sales were up 4 percent in February, compared with the same month a year ago. Three Jeep® brand vehicles topped February sales from a year ago, including the Jeep Renegade with an 11 percent increase. Sales of the Jeep Grand Cherokee, the brand's volume leader in February, were up 11 percent as well. Three Dodge brand vehicles recorded year-over-year sales increases in February led by the Dodge Journey's 55 percent sales gain. Sales of the Fiat 500 and the all-new Chrysler Pacifica minivan were up year over year as well.

### **Ram Truck Brand**

Ram Truck brand sales were up 4 percent in February, compared with the same month a year ago. Sales of the Ram pickup truck increased 5 percent year over year in the month. The brand introduced new [special-edition Night packages](#) for Ram 2500 and 3500 HD pickup trucks at the [2017 Chicago Auto Show](#) in February. The new Night editions further expand the Ram factory-custom truck family from the half-ton Ram 1500 announced in September 2016 to the brand's three-quarter and one-ton models. Production of the 2017 Ram HD Night models began in early February.

### **Dodge Brand**

The Dodge Challenger, Dodge Journey, and Dodge Viper each posted sales gains in February, led by the Journey's 55 percent year-over-year increase. The Challenger turned in a 19 percent increase, while Viper sales were up 23 percent in the month. The Dodge brand unveiled the new [2018 Dodge Durango SRT](#) – America's fastest, most powerful and most capable three-row SUV – at last month's 2017 Chicago Auto Show. In addition, Kelley Blue Book's KBB.com announced at the show that the Grand Caravan earned its [5-Year Cost to Own Award](#) in the minivan category for the third time in four years. The awards honor the vehicles and brands (luxury and non-luxury) with the lowest projected ownership costs, based on Kelley Blue Book's 5-Year Cost to Own data for new cars for the initial five-year ownership period.

### **Jeep Brand**

Three Jeep brand models recorded sales increases in February. Both the Jeep Grand Cherokee – the brand's volume leader for the month – and the Jeep Renegade posted 11 percent year-over-year sales increases. In addition, the Jeep Wrangler logged a 2 percent increase in February. Jeep brand retail sales were up year over year in February. The latest Wrangler – the new [2017 Jeep Wrangler Rubicon Recon](#) – debuted at the Chicago Auto Show last month, featuring improved off-road prowess with a stronger front axle, enhanced rock rails and heavy-duty cast differential covers. Also last month, KBB.com announced at the Chicago Auto Show that the Jeep Wrangler Unlimited earned its 5-Year Cost to Own Award in the Mid-size SUV/Crossover category for a third-consecutive year.

### FIAT Brand

Sales of the Fiat 500 were up 1 percent in February, compared with the same month a year ago. Sales of the new Fiat 124 Spider were up 26 percent compared with the previous month of January. The 124 Spider was named in February as one of the [Best Cars for the Money](#) in the Sports Car category by *U.S. News & World Report*. In addition, the Fiat 124 Spider Abarth, according to the valuation experts at Hagerty, is one of 10 vehicles this year that stand out as the likeliest to grow in value and appeal to classic car enthusiasts. That puts the 124 Spider Abarth on the “Hagerty Hot List” for 2017.

### Chrysler Brand

Sales of the all-new 2017 Chrysler Pacifica – the most awarded minivan of 2016 and 2017 – were up in its second month of year-over-year comparisons, and increased 36 percent compared with sales in the previous month of January. The Pacifica continues to earn a plethora of awards and accolades in 2017. In February, the Pacifica was named Best Minivan for the Money by *U.S. News & World Report*, [2017 Family Vehicle of the Year](#) by the Midwest Automotive Media Association (MAMA), and MotorWeek’s [2017 Drivers’ Choice Award](#) for Best Minivan. The Chrysler 300 full-size sedan turned in a 2 percent year-over-year increase in February.

### Alfa Romeo Brand

Alfa Romeo brand sales of 443 units were up 843 percent compared with the same month in 2016.

### Maserati Brand<sup>1</sup>

Maserati brand sales of 1,087 units were up 49 percent compared with the same month a year ago.

### **U.S. Sales Summary February 2017**

| <b>Model</b>          | <b>Month Sales</b> |               | <b>Vol %</b>  | <b>CYTD Sales</b> |                | <b>Vol %</b>  |
|-----------------------|--------------------|---------------|---------------|-------------------|----------------|---------------|
|                       | <b>Curr Yr</b>     | <b>Pr Yr</b>  | <b>Change</b> | <b>Curr Yr</b>    | <b>Pr Yr</b>   | <b>Change</b> |
| Compass               | 2,737              | 8,893         | -69%          | 5,901             | 15,164         | -61%          |
| Patriot               | 5,512              | 11,363        | -51%          | 10,212            | 19,947         | -49%          |
| Wrangler              | 13,641             | 13,349        | 2%            | 24,975            | 24,336         | 3%            |
| Cherokee              | 13,615             | 15,353        | -11%          | 26,166            | 32,136         | -19%          |
| Grand Cherokee        | 18,925             | 16,990        | 11%           | 36,226            | 30,965         | 17%           |
| Renegade              | 7,915              | 7,115         | 11%           | 17,280            | 13,282         | 30%           |
| <b>JEEP BRAND</b>     | <b>62,345</b>      | <b>73,063</b> | <b>-15%</b>   | <b>120,760</b>    | <b>135,830</b> | <b>-11%</b>   |
| 200                   | 2,194              | 6,259         | -65%          | 4,055             | 10,944         | -63%          |
| 300                   | 5,386              | 5,304         | 2%            | 10,094            | 10,969         | -8%           |
| Town & Country        | 108                | 11,645        | -99%          | 246               | 23,028         | -99%          |
| Pacifica              | 9,042              | 71            | New           | 15,712            | 110            | New           |
| <b>CHRYSLER BRAND</b> | <b>16,730</b>      | <b>23,279</b> | <b>-28%</b>   | <b>30,107</b>     | <b>45,051</b>  | <b>-33%</b>   |
| Dart                  | 1,683              | 5,824         | -71%          | 3,080             | 11,104         | -72%          |
| Avenger               | 0                  | 6             | -100%         | 0                 | 15             | -100%         |
| Charger               | 6,930              | 8,765         | -21%          | 14,083            | 17,547         | -20%          |
| Challenger            | 6,107              | 5,142         | 19%           | 9,500             | 10,803         | -12%          |

|                              |                |                |             |                |                |             |
|------------------------------|----------------|----------------|-------------|----------------|----------------|-------------|
| Viper                        | 54             | 44             | 23%         | 107            | 72             | 49%         |
| Journey                      | 9,906          | 6,375          | 55%         | 22,542         | 17,961         | 26%         |
| Caravan                      | 13,682         | 13,978         | -2%         | 24,452         | 24,933         | -2%         |
| Durango                      | 5,516          | 6,851          | -19%        | 10,223         | 12,852         | -20%        |
| <b>DODGE BRAND</b>           | <b>43,878</b>  | <b>46,985</b>  | <b>-7%</b>  | <b>83,987</b>  | <b>95,287</b>  | <b>-12%</b> |
| Ram P/U                      | 39,046         | 37,087         | 5%          | 72,815         | 69,651         | 5%          |
| Cargo Van                    | 0              | 0              | 0%          | 0              | 2              | -100%       |
| ProMaster Van                | 2,648          | 2,697          | -2%         | 5,999          | 5,039          | 19%         |
| ProMaster City               | 1,091          | 1,509          | -28%        | 2,016          | 2,665          | -24%        |
| <b>RAM BRAND</b>             | <b>42,785</b>  | <b>41,293</b>  | <b>4%</b>   | <b>80,830</b>  | <b>77,357</b>  | <b>4%</b>   |
| Giulia                       | 412            | 0              | New         | 482            | 0              | New         |
| Alfa 4C                      | 31             | 47             | -34%        | 69             | 115            | -40%        |
| <b>ALFA BRAND</b>            | <b>443</b>     | <b>47</b>      | <b>843%</b> | <b>551</b>     | <b>115</b>     | <b>379%</b> |
| 500                          | 1,131          | 1,120          | 1%          | 2,349          | 2,101          | 12%         |
| 500L                         | 72             | 370            | -81%        | 178            | 727            | -76%        |
| 500X                         | 640            | 1,161          | -45%        | 1,240          | 2,202          | -44%        |
| Spider                       | 302            | 0              | New         | 542            | 0              | New         |
| <b>FIAT BRAND</b>            | <b>2,145</b>   | <b>2,651</b>   | <b>-19%</b> | <b>4,309</b>   | <b>5,030</b>   | <b>-14%</b> |
| <b>TOTAL FCA US LLC</b>      | <b>168,326</b> | <b>187,318</b> | <b>-10%</b> | <b>320,544</b> | <b>358,670</b> | <b>-11%</b> |
| <b>Total Car &amp; MPV</b>   | <b>47,134</b>  | <b>58,575</b>  | <b>-20%</b> | <b>84,949</b>  | <b>112,468</b> | <b>-24%</b> |
| <b>Total UV's</b>            | <b>78,407</b>  | <b>87,450</b>  | <b>-10%</b> | <b>154,765</b> | <b>168,845</b> | <b>-8%</b>  |
| <b>Total Truck &amp; LCV</b> | <b>42,785</b>  | <b>41,293</b>  | <b>4%</b>   | <b>80,830</b>  | <b>77,357</b>  | <b>4%</b>   |
| <b>MASERATI BRAND</b>        | <b>1,087</b>   | <b>728</b>     | <b>49%</b>  | <b>1,976</b>   | <b>1,253</b>   | <b>58%</b>  |

[1] The Maserati Brand is distributed in the United States by Maserati North America, Inc., an indirect wholly owned subsidiary of Fiat Chrysler Automobiles N.V. All other brands listed in this release are distributed by FCA US LLC.

**Method of Determining FCA US's 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 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).

**Method of Determining Maserati North America's U.S. Monthly Sales.** Maserati North America Inc.'s (MNA) reported U.S. vehicle sales represent unit sales of vehicles made by dealers out of inventory to retail customers and deliveries of vehicles to fleet customers. Sales to retail customers by dealers in the U.S. are determined as the sum of all sales recorded by dealers in MNA's notification system during the month. Only the first such recorded sale of a vehicle is reported and any subsequent sale of a vehicle previously reported as sold is not counted as a sale by MNA for sales reporting purposes.

#### **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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