

## **FCA US Reports April 2017 Sales**

- Ram Truck brand sales up 5 percent; pickup sales increase 8 percent versus same month a year ago
- Jeep® Grand Cherokee sales up 6 percent, compared with same month a year ago
- Three Dodge brand vehicles post sales gains; Dodge Journey crossover sales up 72 percent
- All-new Chrysler Pacifica minivan sales up year over year and best sales month so far this year

May 2, 2017, Auburn Hills, Mich. - FCA US today reported sales of 177,441 units, a 7 percent decrease compared with sales in April 2016 (190,071 units), which now include Maserati brand sales.

In April, fleet sales of 30,650 units were down 21 percent year over year as FCA US continues its strategy of reducing sales to the daily rental segment. Fleet sales represented 17 percent of total sales in April. Retail sales of 146,791 units were down 3 percent for the month, and represented 83 percent of total April sales.

Ram Truck brand sales were up 5 percent year over year in April, compared with the same month a year ago. The increase was driven by an 8 percent increase in Ram pickup truck sales. Three Dodge brand vehicles posted sales gains, led by the Dodge Journey crossover's 72 percent year-over-year increase. The Jeep Grand Cherokee posted a 6 percent sales gain in April. Sales of the all-new Chrysler Pacifica minivan – the most awarded minivan of 2016 and 2017 – increased year over year in April, versus the same month a year ago and turned in its best sales month so far this year.

### **Ram Truck Brand**

Ram pickup truck sales increased 8 percent in April, compared with the same month a year ago. Ram Truck brand sales – which also include the Ram ProMaster and Ram ProMaster City vans – were up 5 percent for the month. The Fast Lane Truck (TFLtruck) in April honored the 2017 Ram 3500 with a Gold Hitch award for the heavy-duty segment. The 6.7-liter Cummins diesel-powered Ram 3500 Heavy Duty took top honors for outstanding pulling power, braking, fuel economy, comfort and handling under extreme towing conditions.

### **Jeep® Brand**

Jeep Grand Cherokee sales were up 6 percent in April, compared with the same month a year ago. The brand's total sales for the month were down as the brand launches the all-new 2017 Jeep Compass and continues to reduce its fleet sales volume to the daily rental segment. The all-new Compass is now arriving in Jeep dealerships in greater numbers. The new Compass is the only compact SUV to offer a nine-speed automatic transmission, and is standard on all Compass 4x4 models. The Jeep brand unveiled the 2018 Jeep Grand Cherokee Trackhawk at the New York International Auto Show in April. The Grand Cherokee Trackhawk is the most powerful and quickest SUV ever. Powering the Trackhawk is a supercharged 6.2-liter V-8 engine delivering 707 horsepower and 645 lb.-ft. of torque. Built in Detroit at the Jefferson North Assembly Plant, the Trackhawk will arrive in Jeep showrooms in the fourth quarter of 2017.

### **Dodge Brand**

Three Dodge brand vehicles posted year-over-year sales increases in April, led by the Dodge Journey crossover's 72 percent sales gain. Sales of the Dodge Challenger coupe were up 5 percent, while Dodge Durango full-size SUV sales increased 17 percent in April, compared with the same month a year ago. The 2018 Dodge Challenger SRT Demon – the World's Fastest 0-60 Production Car and the Dodge brand's new ultimate performance halo – was unveiled in April during the 2017 New York International Auto Show. The limited-production Challenger SRT Demon is powered by an 840-horsepower, supercharged 6.2-liter HEMI® Demon V-8, the world's most powerful factory-production V-8 engine.

### Chrysler Brand

The all-new 2017 Chrysler Pacifica – the most awarded minivan of 2016 and 2017 – posted its best sales month so far this year in April. Pacifica sales were up year over year, and increased 12 percent compared with sales in the previous month of March. In addition, the all-new Chrysler Pacific Hybrid minivan began shipping to Chrysler dealerships last month. The Pacifica continues to accrue awards and accolades in 2017, including the 2017 Crossover-SUV of the Year by the Rocky Mountain Automotive Press (RMAP), the best minivan in Popular Mechanics' annual Automotive Excellence Awards, and the best minivan of 2017 by the New York Daily News Autos team in the newspaper's second annual Auto Awards.

### FIAT Brand

Fiat 124 Spider sales were up 11 percent compared with the previous month of March. April was the 124 Spider's best sales month so far this year. The 124 Spider was named Best Sports Car for the Money by U.S. News & World Report.

### Alfa Romeo Brand

Alfa Romeo brand sales of 677 units increased 1,047 percent compared with the same month a year ago.

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

Maserati brand sales of 1,265 units were up 19 percent versus the same month in 2016.

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

	Month Sales		Vol %	CYTD Sales		Vol %
Model	Curr Yr	Pr Yr	Change	Curr Yr	Pr Yr	Change
Compass	3,520	9,129	-61%	12,072	32,116	-62%
Patriot	4,939	10,404	-53%	21,119	39,615	-47%
Wrangler	18,841	18,840	0%	60,152	60,762	-1%
Cherokee	14,083	16,966	-17%	54,838	65,404	-16%
Grand Cherokee	18,877	17,768	6%	75,477	65,426	15%
Renegade	8,619	9,430	-9%	33,964	31,584	8%
<b>JEEP BRAND</b>	<b>68,879</b>	<b>82,537</b>	<b>-17%</b>	<b>257,622</b>	<b>294,907</b>	<b>-13%</b>
200	2,857	6,203	-54%	9,477	22,118	-57%
300	3,948	5,317	-26%	19,011	22,458	-15%
Town & Country	77	6,029	-99%	418	43,257	-99%
Pacifica	10,427	342	New	35,479	482	New
<b>CHRYSLER BRAND</b>	<b>17,309</b>	<b>17,891</b>	<b>-3%</b>	<b>64,385</b>	<b>88,315</b>	<b>-27%</b>
Dart	1,286	4,356	-70%	5,944	20,597	-71%
Charger	6,937	7,228	-4%	29,256	33,573	-13%
Challenger	6,591	6,303	5%	22,316	22,431	-1%
Viper	56	61	-8%	234	198	18%
Journey	8,401	4,882	72%	42,801	28,774	49%

Caravan	9,817	12,239	-20%	49,871	50,296	-1%
Durango	6,357	5,411	17%	23,086	25,504	-9%
<b>DODGE BRAND</b>	<b>39,445</b>	<b>40,488</b>	<b>-3%</b>	<b>173,508</b>	<b>181,404</b>	<b>-4%</b>
Ram P/U	43,321	40,264	8%	162,520	153,562	6%
ProMaster Van	2,701	2,819	-4%	12,748	11,121	15%
ProMaster City	1,305	1,833	-29%	4,638	6,384	-27%
<b>RAM BRAND</b>	<b>47,327</b>	<b>44,932</b>	<b>5%</b>	<b>179,906</b>	<b>171,086</b>	<b>5%</b>
500	1,201	1,504	-20%	5,221	5,099	2%
500L	115	466	-75%	399	1,728	-77%
500X	758	1,128	-33%	2,724	4,386	-38%
Spider	465	0	New	1,426	0	New
<b>FIAT BRAND</b>	<b>2,539</b>	<b>3,098</b>	<b>-18%</b>	<b>9,770</b>	<b>11,213</b>	<b>-13%</b>
<b>Mainstream Brands</b>	<b>175,499</b>	<b>188,946</b>	<b>-7%</b>	<b>685,191</b>	<b>746,925</b>	<b>-8%</b>
Giulia	634	0	New	1,600	0	New
Alfa 4C	43	59	-27%	183	217	-16%
<b>ALFA ROMEO</b>	<b>677</b>	<b>59</b>	<b>1047%</b>	<b>1,783</b>	<b>217</b>	<b>722%</b>
<b>MASERATI</b>	<b>1,265</b>	<b>1,066</b>	<b>19%</b>	<b>4,553</b>	<b>3,316</b>	<b>37%</b>
<b>Premium Brands</b>	<b>1,942</b>	<b>1,125</b>	<b>73%</b>	<b>6,336</b>	<b>3,533</b>	<b>79%</b>
<b>FCA U.S. Market</b>	<b>177,441</b>	<b>190,071</b>	<b>-7%</b>	<b>691,527</b>	<b>750,458</b>	<b>-8%</b>
<b>FCA US LLC</b>	<b>176,176</b>	<b>189,005</b>	<b>-7%</b>	<b>686,974</b>	<b>747,142</b>	<b>-8%</b>
<b>MASERATI</b>	<b>1,265</b>	<b>1,066</b>	<b>19%</b>	<b>4,553</b>	<b>3,316</b>	<b>37%</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 LLC'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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