

## **FCA US Reports September 2017 Sales**

- FCA US retail sales up year over year in September, compared with same month a year ago
- Jeep brand and Ram Truck brand retail sales up year over year
- Jeep® Compass sales up 75 percent; best sales month ever
- Jeep Renegade, Chrysler Pacifica, Ram ProMaster and Ram ProMaster City each post best September sales ever
- Dodge Durango sales increase 45 percent; best September sales since 2005
- A 41 percent year-over-year decline in fleet sales is in line with the FCA US strategy to reduce sales to the daily rental segment

October 3, 2017, Auburn Hills, Mich. - FCA US LLC today reported sales of 174,266 units, a 10 percent decrease compared with sales in September 2016 (192,883 units).

In September, retail sales of 146,904 units were up 0.3 percent compared with the same month in 2016 and represented 84 percent of total sales. In line with FCA's strategy to reduce sales to the daily rental segment, fleet sales of 27,362 units were down, as expected, 41 percent year over year. The largest planned volume reduction in September fleet sales came from the Jeep® brand, which reduced its fleet sales number by 67 percent year over year. Fleet sales represented 16 percent of total FCA US September sales.

Five FCA US vehicles posted record sales in September, including the Jeep Compass. Compass sales were up 75 percent in September, the compact SUV's best sales month ever. In addition, the Jeep Renegade, Chrysler Pacifica, Ram ProMaster and Ram ProMaster City each recorded their best September sales ever. The Jeep Wrangler, Jeep Grand Cherokee, Dodge Durango and Fiat 500L each posted at least double-digit percentage increases in September, compared with the same month a year ago.

### **Jeep® Brand**

The Jeep Compass posted its best sales month ever, while the Jeep Renegade recorded its best September sales ever. In addition, sales of the Jeep Grand Cherokee – the most-awarded SUV ever – were up 20 percent for its best September sales since the year 2000. Jeep Wrangler sales were up 10 percent in September. While Jeep brand total sales were down, due to its planned reduction in fleet sales to daily rental car companies, the brand's retail sales at Jeep dealerships were up 9 percent in September, compared with the same month a year ago.

### **Ram Truck Brand**

The Ram ProMaster full-size van and the Ram ProMaster City van each posted their best September sales ever. The Ram pickup truck recorded its best sales month so far this year. Ram Truck brand sales are up 5 percent calendar year to date, compared with the same nine-month period in 2016. The Ram Truck brand's retail sales were up 3 percent in September, compared with the same month a year ago. The Ram Truck brand unveiled new-for-2018 updates to two of its most popular models at the State Fair of Texas in September. Laramie Longhorn Southfork and Heavy Duty Lone Star Silver models will offer truck buyers an even wider selection of exterior appointments and content.

### **Chrysler Brand**

Sales of the all-new Chrysler Pacifica – the most-awarded minivan of 2016 and 2017 – were up 18 percent last month for its best September sales since launch last year. Parents magazine and Edmunds have named the all-new 2017 Chrysler Pacifica the "Best Minivan" on their list of the "10 Best Family Cars of 2017."

## **FIAT Brand**

Sales of the Fiat 500L were up 103 percent last month for its best September sales since 2015 and its best sales month this year. Also in September, the FIAT brand announced the addition of the 2017 Fiat 500X Urbana Edition to its Italian-designed, fun-to-drive Fiat 500X lineup, offering customers yet another way to showcase their personality with their FIAT vehicle. The new 500X Urbana Edition takes the brand's top-selling Trekking trim, best known for its rugged exterior and interior appearance, and adds unique content with black and copper accents to create a fresh new personality option for FIAT brand customers.

## **Dodge Brand**

Dodge Durango sales were up 45 percent in September, compared with the same month a year ago, for its best September sales since 2005. Last month the editors at WardsAuto named the new 2018 Dodge Durango SRT to the Wards 10 Best User Experience List for 2017 in recognition of its advanced technology and ease of use. Offering an array of advanced technology features, the Durango SRT comes equipped with a new Uconnect fourth-generation system that includes performance improvements with quicker startup time and enhanced processing power.

## **Alfa Romeo Brand**

Alfa Romeo brand sales of 1,268 units were up significantly compared with the same month a year ago as the all-new Alfa Romeo Stelvio SUV begins to arrive in greater numbers at U.S. dealerships.

**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).

## **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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